



Library
of the
University of Toronto



Digitized by the Internet Archive
in 2012 with funding from
University of Toronto

<http://archive.org/details/cangrocerjulysept1916toro>

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 7th, 1916

No. 27



Make It Show A Profit

Your Tobacco Department ought to be—and can be—one of the most profitable sections of your store.

The one thing needed is to set the same standard for Chewing Tobacco that you do for Groceries and Table Delicacies—and handle only Quality Brands—such as

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

It makes success a certainty. Put an order in now for a good supply.

HANDLED
BY ALL
THE
WHOLESALE
TRADE

Quality and service—the product of over fifty years' constant endeavor to give the public the utmost in coffee—has attained for Chase & Sanborn's High Grades an enviable reputation.

Chase & Sanborn
Montreal

WHEN YOU
SUGGEST

Gold Standard
TEA

Your customer immediately thinks of the advertisements she has been reading in her favorite paper or magazine (such as the one here) and accepts your suggestion readily. These advertisements are moving your stock quickly.

It pays to sell advertised goods and especially "Gold Standard" products, for on them you get both a good profit and a quick turnover.

Gold Standard
Guaranteed-the-Best" **TEA**

Especially beneficial to elderly people. Pure and stimulating, with no after effect.

19
Gold Standard
Mfg. Co.
WINNIPEG



THE CODVILLE COMPANY, LIMITED

BRANDON

MOOSE JAW

WINNIPEG

SASKATOON

CATELLI'S MILK MACARONI



—the new 10c Package that is Putting Profits in the Grocers' Pocket

The time is ripe to push such a deliciously economical food as Catelli's *Milk Macaroni*.

This new Macaroni—so clean and wholesome—so rich in nutriment—so easily digested—gives nearly *twice* as much food value as a pound of lean steak—at *less than half the cost*.

And it has a delicacy of flavour—a smoothness and richness—that is instantly appreciated by everyone.

"The Girl at Catelli's" is the title of a beautiful little recipe book we send free to your customers. It shows more than a hundred different ways of serving Catelli's *Milk Macaroni*.

Catelli advertisements will appear in fifty-two of the leading newspapers. The big 24-sheet posters in colors are just ready for the bill-boards. The window trims and store cards and cook books are also ready. Stock Catelli's *Milk Macaroni*, and share in all this business-winning advertising.

Order Through
Your Wholesaler

DISTRIBUTORS:

TEES & PERSSE, LIMITED, Calgary, Edmonton, Fort William, Moose Jaw, Regina, Saskatoon, Winnipeg. C. E. DISHER & CO., 110 Water St., Vancouver. C. C. MANN, 517 Board of Trade Building, Toronto. H. D. MARSHALL, 197 Sparks Street, Ottawa. J. HUNTER WHITE, 8 North Market Wharf, St. John, N.B. O. N. MANN, Turnbull Building, Sydney, N.S. JAS. BILLMAN & SON, Pickford and Black's Wharf, Halifax, N.S.

10¢

We are doing everything we can to enable you to make a full profit by featuring the price on every package and in all our advertising.



EVERYWHERE

If any advertisement interests you, tear it out now and place with letters to be answered.

QUICK
SALES



WORTH
WHILE
PROFITS

*Made in
Canada*

*Made in
Canada*

It will pay to cater to
the big summer demand for
E. D. Smith's Grape Juice—
the most economical summer
drink on the market.

The sweet, natural flavor of
the Concord Grape is retained
by a special process giving an
irresistibly delicate flavor to every drop of
this popular grape juice.

Order now—supply is limited.

A counter display will pull big results.



E. D. Smith and Son, Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Nicholson & Bain, Calgary, Alta.; Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.



So deliciously invigorating, so convenient, so easy to prepare, so useful in many ways

BORDEN'S MILK PRODUCTS

will bring you unlimited opportunities for good and lasting sales during the present season. Casual Purchasers invariably become regular customers where Borden Milk products are concerned.

Get your share of these profit-building sales by putting the Borden Lines on display prominently, by suggesting their use, by featuring them in your windows. The good profit they afford will make it well worth your while, and Borden Quality and Utility will take good care of repeat orders for you.

Order a representative trial stock to-day and note the results.

BORDEN MILK COMPANY, LIMITED

"Leaders of Quality"

MONTREAL

Branch Office, No. 2 Arcade Bldg., Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

One Good Sale Begets Another

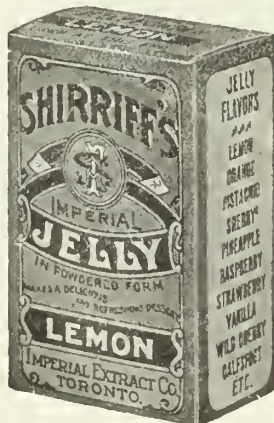
All we need to tell you about Shirriff's as rapid sellers is this: Sales are going up, up, up. Every day new customers are getting their education about the beautiful sparkling jellies, full and rich in flavor, that are made with

Shirriff's Jelly Powders

The experience of dealers is that one trial adds prestige to the whole Shirriff line, and to the dealer's whole store. For there is a high quality true fruit flavor on the list for every taste and occasion. And once jelly powders make good, as Shirriff's invariably do, the rest is easy. Profits worth while follow suit.

Start things going with a trial case right away, for here's a line you will be glad to push. Let folks know you sell it. We help you do this well by supplying attractive window display materials.

**Imperial
Extract
Co.**
Toronto



The Quality That Makes Steady Customers



The first sale of Malcolm Milk Products is only the forerunner of a steady stream of repeat business—their delicious wholesomeness and the ease with which they are prepared win the approval of the most particular people.

And don't forget that Malcolm Milk Products are *MADE-IN-CANADA* by Canadian Labor. Support home industry.



THE MALCOLM CONDENSING CO.,
St. George, Ontario **LIMITED**

CONCORD NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling
CONCORD? Order
from your wholesaler
TO-DAY.

LIST OF AGENTS:

R. S. McIndoe, Toronto. [Watson & Truesdale, Winnipeg.
Maritime Fish Corp'n., Limited. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

ORLANDO

(INVINCIBLE)



**NAMED FOR A PRINCE
AND FIT FOR A KING**

The Orlando Cigar is, without doubt or question, the best three-for-a-quarter smoke procurable.

It is a long, well-seasoned, hand-made cigar, attractive to wholesaler and retailer and highly satisfactory to consumer.

Add them to your lines and get your share of the business.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use--stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY--BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON N., ENGLAND

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED — POSITION AS TRAVELLING salesman by man with four years' road experience wholesale groceries and long retail experience. Well acquainted north and west of North Bay. Would consider responsible inside position, wholesale or retail. Box 147, Canadian Grocer.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

AGENTS WANTED

AGENTS WANTED BY BRITISH MANUFACTURERS of well-known brand of Custard Powder, Jelly Powders, Health Salt, Lemon Crystals, etc., etc., for Ontario, Quebec and the Maritime Provinces. Applications for the whole of this territory or local agencies considered. Must work the retail trade direct. Apply, giving full particulars, references, to Box 51, Canadian Grocer, 88 Fleet Street, London, England.

MISCELLANEOUS


EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

FOR SALE

FOR SALE OR EXCHANGE FOR GOOD paying grocery, lot 25 x 122 ft., North Toronto, on Yonge St. Present value \$700. Further particulars apply to Box 146, Canadian Grocer.

OAKLEY'S KNIFE POLISH

WELLS-2010-2



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Washington's COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. - TORONTO

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, a unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.

When You Buy Made-in-Canada Goods

Your principles are good, BUT
you must not overlook the fact
that your customers want

The Very Best Made in Canada
and that is



Clark's
**Pork
and
Beans**



Made from Canadian Products by a
strictly Canadian Firm employing
Canadian Labor and Capital, and enjoying
The Canadian Demand.

W. CLARK Limited, MONTREAL



has set the Standard for quality for over seventy years. Its purity, strength and reliability make it the prime favorite of careful housewives.

For customer satisfaction and better profit you cannot afford to be without a supply of Cow Brand Baking Soda.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

HERE ARE A FEW OF
McVitie & Price's
BISCUITS

established favorites from the Old Country, which every grocer should stock:

DIGESTIVE.

"The Premier Biscuit of Britain." Finest whole-meal.

SCOTTISH ABERNETHY.

The Scottish favourite.

ACADEMY CREAMS.

Rich cream-filled short-bread biscuit.

CREAMY CHOCOLATE.

Chocolate biscuit filled with cream.

OSBORNE.

The standard Old Country biscuit, delightful flavour.

RICH TEA.

Popular Scottish tea biscuit.

SMALL PETIT BEURRE.

Fine butter flavour.

BELGIUM.

Rich shortcake.

BUNTY CREAMS.

Butterfly shape, cream sandwich, almond flavour.

BUTTERETTE.

Light short-eating cracker.

ROYAL SCOT.

Ideal tea or coffee biscuit.

McVitie & Price, Limited
!EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

Imperial Rice Milling
Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being
offered on Canadian
markets today.



The old reliable in the neat, red label is the housewife's favorite wash-day soap. Hence it will pay you to constantly feature the soap that always "makes good."

Don't hesitate to recommend this truly wonderful all-round soap. First sales will be followed by many others because Wonderful Soap lives up to our claim—that it is the most dependable general utility soap on the market.

Try the effects of a window display.

Guelph Soap Co.,
Guelph, Ontario





**KEYSTONE
BRAND**

A Broom With a Reputation

We brought out the "Nugget" Broom to fill a demand for a broom of high quality, but light in weight. It has become firmly established in the esteem of housewives and unless you are handling

THE "NUGGET" BROOM

you are overlooking a very profitable trade builder. Made of the best green corn, no stems or seeds, and corn will not come out or turn over at the ends.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



A True Canadian Salt

—and true to the trade—because it puts every dealer on the same plane.

Windsor Salt is sold only through wholesalers and jobbers—and all retailers pay the same prices. There are no special discounts or secret rebates.

**Windsor
Table
Salt**
Made in Canada
THE CANADIAN SALT CO. LIMITED

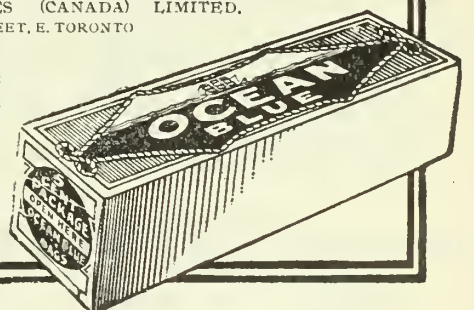
Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba:
O. F. Lightcap,
Winnipeg. For
British Columbia
and Yukon:
Creeden &
Avery, Rooms 5
and 6, Jones
Block, 407 Hast-
ings Street,
West, Vancouver



If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialties

12 FRONT STREET EAST TORONTO

Our
Trade Mark
is
PROMPTNESS

W. H. Millman & Sons

Wholesale Grocery Brokers
Toronto Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY
MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.

Write or phone.

If you want the market on NEW BRUNSWICK POTATOES

Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street
WINNIPEG - MAN.

Domestic and Foreign Agencies
Solicited.

British firm having a large connection
among best buyers in Great Britain in-
vites correspondence and offers from

Shippers and Packers of
Pork, Frozen and other
Meats, Dairy Produce,
Canned Goods, etc.

CIF, FOB, and landed terms.
Advances against consignments.
References exchanged.

WM. THOMAS & CO.

General Provision Commission Merchants
and Brokers

29 Tooley Street, London, Eng.

Telegraphic and Cable Address:—Prodairos. Tooley
London, A.B.C. Code, 5th Edition.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO. ST. JOHN'S - NEWFOUNDLAND MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Hallfax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victo 4a, B.C.

Reputation gained by long years of
vigorous, conscientious and successful
work.

THOMAS C. IRVING, General Manager
Western Canada
TORONTO

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

Give them the best

You can't do better for your own interests

St. Lawrence  Granulated

is the best sugar on the market.



Are you buying or selling produce of any kind in quantities? We can save you money.

Our prices are right and our splendid cold storage plant keeps the goods always fresh and sweet.

We supply both local and export trade with the finest quality butter, eggs, cheese, and poultry.

Our public cold storage system is sure to interest you. Terms are very moderate. Send a card now for full particulars.

Canada's Old Reliable Produce House

The J. D. Moore Co., Limited
ST. MARY'S, ONT.

Furnivall's
FINE
FRUIT
PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

The most discriminating jam users find in Furnivall's a palate tickling flavor that is entirely irresistible.

This is the reason why Furnivall's Jams are such dependable sellers—first purchases always mean repeat business.

Quality Grocers everywhere sell Furnivall's. Are you one of them? If not, begin to-day.

FURNIVALL-NEW, Limited
Hamilton Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Do You Believe That There is a **BEST?**

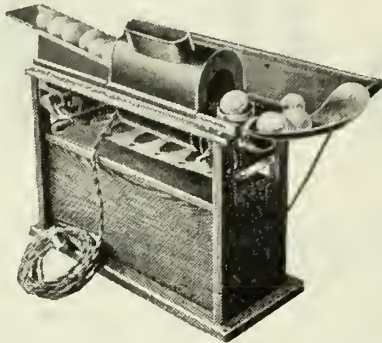
OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is



Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

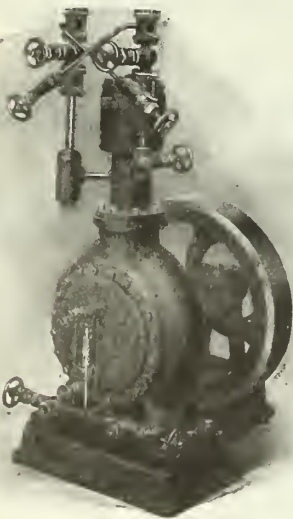
A. E. Jennings Company

535 Detroit St.

ANN ARBOR,

MICHIGAN

THE BRUNSWICK - FREEMAN System of Mechanical Refrigeration will increase your business and raise your profits.



STOP! melting your dollars and draining them down the sewer. Cool your refrigerator and produce with the Brunswick-Freeman absolute temperature at all times. No trimming choice cuts of meat. No ice handling during the rush hours. Just turn the switch and the Brunswick-Freeman does the rest.

For using ice to cool your refrigerator is the same as lighting your store with a candle when your store is wired for electric light.

Write to us for Bulletin No. 103A.

The **W. A. FREEMAN CO., Limited**
Hamilton, Canada



To the Autoist who knows that the gas in his tank is getting low, the sight of a

BOWSER
ESTABLISHED 1885

**"Red Sentry"
Curb Pump**

is as welcome as an oasis to the Arab or a lighthouse to the sailor.

Did you ever figure how much of this business is hurrying past the door of your store now in a cloud of dust to the next filling station, and how easy it would be for you to stop a large share of it? Whether they are tourists or the better people of your town, this trade is worth trying for, because they buy many other things than just gasoline.

The average owner of a Bowser Outfit turns his gasoline stock over about 50 times per year. You wouldn't wait long to buy a "show case" for any other line in your store on which you could turn your money over that rapidly—why hesitate about installing a Bowser?

The "Red Sentry" equipment illustrated above is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

S. F. BOWSER & COMPANY, Inc.

TORONTO, ONT.

Sales Offices All Centres. Representatives Everywhere.

How will your refrigerator stand the 80° to 100° days?



When "Old Sol" begins to smile too brightly, then it is that you can judge the real merits of your refrigerator.

If your provisions do not come out perfectly fresh, or your ice bill seems exorbitant, enquire about the dry cold circulating air refrigerator—the Arctic—(just as cold as its name).

Write for Catalog.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

A Machine Cannot Forget

Many merchants suffer loss because they do not keep a proper record of cash sales, charge sales, money received on account, and money paid out.

Perhaps it is because some lack the time, some the ability or inclination. In either case a modern National Cash Register will positively stop losses from these causes.

It will do this automatically and promptly, without wasting a moment's time.

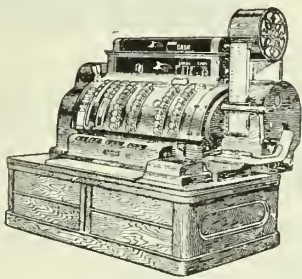
The New Cash Register makes an unchangeable record of every store transaction. It issues a receipt or a sales-slip with printed figures of the amount paid or charged.

It also tells in print who made the sale, and the date.

This record enables you to trace every transaction, and each part of every transaction. So you prevent disputes and friction with your customers.

A National Cash Register will give you a daily audit of your store's business—record each cash sale and credit sale, record money received on account and money paid out; tell you which of your clerks makes most sales and the amount of his sales.

It will pay for itself just in the money it saves you by forcing you to make a record of credit you give for goods purchased.



Please
send me
information
about your long
line of 1916
models.

Name.....

Address

The National Cash Register
Company of Canada, Limited

Toronto, Ontario

The National Cash Register Co.
of Canada, Limited

TORONTO - - - - - ONTARIO

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

You will sell Tartan Brand Jelly Powders quickly and easily because

Tartan Brand quality and purity will make a telling appeal to your most hard-to-please customer. Particularly is this true of TARTAN BRAND JELLY POWDERS, their quality and purity are such that steady repeat business may be looked forward to after the first purchase. Introduce Tartan Brand to your customers. They will appreciate your regard for their interests. Tartan quality will win their increased confidence and bring you bigger business. The majority of "quality" grocers handle TARTAN BRAND JELLY POWDERS. Are you one of them?

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter.

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Mr. Grocer

Do you push a dependable line of Brooms ?



Lines bearing the Excelsior Brand will give dealer and customer 100% value, and a harvest of repeat sales, because every Excelsior broom is well formed,

well sewn and evenly balanced (so is the price).

Order now and protect yourself against rise and fall of the market. We have an assorted stock of 2000 doz. and ship "right off the bat."

Here's a snap. No. 1 Excelsior Broom, 5 strings, 15½ brush, oiled handle, good corn, about 25 lbs. Doz., \$3.90.

Excelsior Carpet Brooms are unexcelled. A postcard will bring you the complete Excelsior Price List.

Write to-day.

J. C. SLOANE CO.

845 5th Avenue E., Owen Sound, Ontario

New Profit for You

You can add a new source of profit to your business by selling

Sani-Flush

Something every one of your customers living in a home with plumbing equipment needs.



Magazines reaching nearly all the better class homes in Canada are making your trade familiar with this preparation. Nothing else compares with it for cleaning vitreous china toilet bowls and keeping them sanitary and odorless.

Your jobber can supply you with **Sani-Flush**—you make a liberal profit.

By writing us that you have **Sani-Flush** for sale, you get special selling assistance.

Harold F. Ritchie & Co., Ltd., Toronto
10-12-14 McCaul Street

Distinctive!

There are more than a dozen varieties of choice Assam-Indian and Ceylon teas skilfully blended in the Blue Label package. That's why Red Rose Tea has a distinctive flavor, richness and strength that tea pedlars cannot "match."



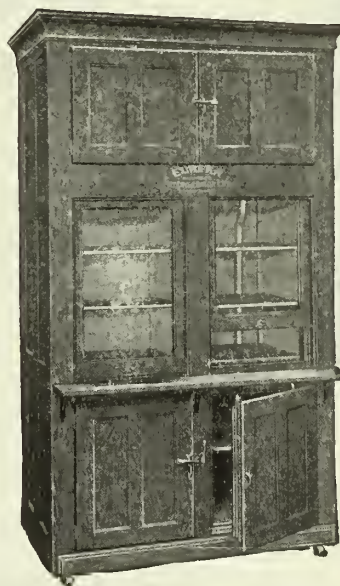
The Celebrated Hobart Coffee Mills, Meat Mincers, Peanut Butter Machines

The Famous Van Berkel Improved Meat Slicing Machines

The world's best meat slicer

The Hobart Manufacturing Co.
105 Church St., TORONTO, Canada

Pick out the Grocers



who are making the greatest profits and largest savings, particularly during the summer season. Inquire the reason for their gain, their saving, their absence of all loss through spoilage. Everything points to the single answer—

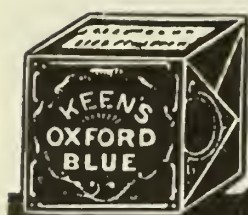
EUREKA REFRIGERATORS

These men have proven that to realize one's best profits the special and exclusive advantages offered by these up-to-the-minute refrigerators must be put behind the business. Are you positive that you are getting the very most profits out of your sales of perishable goods? If not, write to-day for the Eureka Catalogue. You'll find there just the right kind of refrigerator for your store. Send a card right now.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company
LIMITED
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.



Keen's Oxford BLUE

The blue of blues

Grocers who know, keep Keen's Oxford Blue well to the front in their displays of wash-day requisites.

They know that, for generations past, Grocers have sold and women have used KEEN'S

Oxford Blue with unvarying success.

Keen's Oxford Blue in your window or on your counter will quickly prove a drawing card.

Stock up to-day.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



GOLD DUST SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. **FAIRBANK** COMPANY

LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, JULY 7, 1916

No. 27

Light Crop for Majority of Fruits

Wet Season Prevented Bees From Pollinating Blossoms at Proper Time and Yield of Apples, Cherries, Plums and Pears Will Be Light—Strawberries Will Have Good Yield With Prices Lower Than Recent Years.

FROM present indications it would seem that fruit crop for most part will be somewhat light this year. Fruit men who have made a trip through the fruit districts of Ontario report that, in their opinion, there will on the whole be little better than half a crop this year. The one exception appears to be in the case of strawberries. The present week and next week will be the big weeks for production in strawberries. Conditions have been most favorable and the berries are in consequence of a fairly high average quality. With considerable rains during the past month or six weeks the berries are more than ordinarily juicy. The juice is inclined to be of a tart or acid taste rather than sweet and luscious. For this reason it is expected that a trifle more sugar will be required to preserve berries.

The increased cost in sugar will be counteracting influence against the ready sale for this fruit. Wholesale men on the other hand state that prices of berries will be considerably lower. An average price for berries for the past four years is placed at 12½ cents per quart. Dealers are of the opinion that in the height of the season the best berries will be around 8 to 10 cents per quart to the consumer. Some even look for them to go to 7 cents. This decrease in the cost of the berries will approximately counterbalance the increased cost in price of sugar. Dealers therefore look forward to an increased supply with a good consumption brought about by the lower price of the fruit.

No Shortage in Berry Packers

As yet there have been no complaints about the shortage of help in picking the berries. In the Toronto district many of the Boy Scouts have gone out into the berry districts and are giving their services for the sake of assisting in garnering the crop. Incidentally they have in

CANNERS SAY MEDIUM CROP

A representative of one of the large canning companies of Ontario, when called by long distance telephone by CANADIAN GROCER with respect to the fruit crop practically confirmed the situation as here set forth. "While our reports have not given us the situation within the past few days, still we are of the opinion that the fruit crop on the whole will be only a medium one," said the canning man referred to.

mind the replenishing of their own exchequer. Many Indians have also been pressed into service and women have also taken up the work in large numbers. On the whole it would seem that the labor supply in gathering the berry crop will be ample. The strawberry crop is somewhat later than usual this year owing to the backwardness of the warm ripening weather.

Gooseberries Plentiful

Gooseberries that commenced arriving toward the latter part of last week are not finding a ready market. Although of a good sample they are not moving freely. This is accounted for by some of the dealers by reason of their very tart nature which requires considerable quantities of sugar to preserve them. This may be said to hold true also with black and red currants. In consequence the early arrivals, gooseberries have moved to the consumer very slowly and the prices have been considerably below previous years. Five quart baskets are selling from 40 to 60 cents a basket, while the 11-quart baskets are

being offered at 60 cents to \$1.25. Last year this latter size of basket was selling from \$1.25 to \$1.50 per basket. The two kinds that usually find their way to the market are the Downing gooseberries which are the small berries, and the English gooseberries, large ones. Demand for such fruits as gooseberries, and currants is expected to be very light this year.

Raspberries Crop Light

Dealers are looking forward to a light crop in raspberries. One wholesaler who has made a trip out through the berry district said there would not be more than half a crop. Frost interfered greatly with the canes when the sap was on its journey upward and caused many of them to succumb. Blackberries on the other hand, were not affected to such an extent and it is expected there will be a fair crop of these. In raspberries there was a very good crop last year, but it is expected that this year's crop will fall considerably short of the production of last year.

Bees Could Not Do Their Work

Fruit dealers are looking forward to a comparatively light crop in almost every class of tree fruit. Owing to the very late season, coupled with rainy and cold weather, the bees have been unable to carry out their part in assisting the growing operation and have been unable to pollinate the blossoms at the proper time. "There will be scarcely more than half a crop of fruit of this description," stated one wholesaler who has recently returned from a trip through the fruit-growing district. "Cherries are very light in consequence of the backward season and it is hardly likely there will be more than a half crop. Plums have been affected in the same way and there will be about a half crop with this class. In some sec-

Retailers' Buying Chart

IT TELLS WHEN TO BUY NIAGARA TENDER FRUITS

Name of Fruit	Variety Name	Eating Qualities	Preserving Qualities	Sugar High Content or Low	Keeping Qualities	Date When Best
Strawberry	Williams	Fair	Excellent	Medium	Excellent	Last week in June and July 1st.
Cherries	Ox-Heart	Excellent	Excellent	High	Fair	July 1 to last. Ripe a month.
Cherries	Montmorency	Fair	The preserving cherry	Medium	Good	Mid July
Raspberries	Cuthbert	Excellent	Excellent	High	Good	Late July
Blackberries	Thimble Berries	Fair	The Best	Medium	Fair	August
Plums	Niagara	Fair (best)	Excellent	Medium	Fair	Mid to late Aug.
	Rein Claude	Excellent	Excellent	High	Good	Mid to late Aug.
	Prunes	Good	Good	High (very)	Good	Sept. to 1st Oct.
Peaches	Late Blues	Fair	Good	Fair	Good	Late Sept to 1st Oct
	St. Johns	Excellent	Excellent	High	Good	Late August
	Crawfords	Excellent	Excellent	High	Good	Early September
	Elbertas	Fair	The Best	High	The Best	Late Sept., a week later than Early
	Smocks	Fair	The Best	High	Good	Crawfords. First of Oct. to middle.
Grapes	Early Blues	Fair	No Good	Low	Fair	Early September
	Niagaras	Good	Jelly	High	Good	Mid. Sept. to Oct.
	Rogers	Excellent	Jelly	High (very)	Good	First Sept. to mid.
	Concords	Excellent	" also wine and grape juice	High	Good	Mid Sept. to Oct.

tions that I visited the pear crop was absolutely nil.

"Apples will be even lighter than the yield of these small fruits. I do not look for more than a third of a crop." A hail storm in the Niagara district on Sunday last is reported to have done damage to the fruit on the trees, but some dealers were of the opinion that the crop was hardly advanced far enough in growth to be seriously damaged.

Heavy June Apple Drop

The dropping of apples which occurs usually about the first and second week in June did not occur until the last week in June this year. Apples did not set well and in consequence the fall of the growing fruit has been exceptionally heavy. This has been accounted for by some farmers to the insufficient amount of fertilization which the blossoms received during the time when the bees carry the pollen. Wet weather and winds prevented the bees from doing their work thoroughly and with any degree of completeness. For this reason it is asserted the fruit that developed at all was not as hardy in quality and consequently much of it has fallen. Early anticipations for the fruit crop were that it would be good. As developments have been watched it has become patent that the crop will hardly be more than one-third of expectations at the first part of the growing season.

Early apples, such as Astrachans and harvest apples, however, are reported to be a good crop so far. Cherries that have thus far developed have been fur-

ther retarded by the appearance of blight. As a result the crop is estimated at a third to a half of previous years.

Peaches About 25 Per Cent. Under

Expectations at the beginning of the season were that the peach crop would be fully up to last year. Leaf curl, however, has developed and it is thought the yield will only be in the neighborhood of 75 per cent. of last year. In Nova Scotia the apple crop is expected to be about 80 per cent. of last year, the yield being placed at approximately one million barrels. In British Columbia the crop is expected to be slightly better than last year.

EATON CASE HANGING FIRE

The case of the Retail Merchants' Association vs. the T. Eaton Company, over alleged misrepresentation of paint sold at 33 cents a quart through the medium of their advertisements in one of the Toronto daily papers, has been adjourned on several occasions by the court at the solicitation of the interested parties. On June 28 an adjournment was obtained in order to give both parties an opportunity to secure expert witnesses. In the case of the T. Eaton Company, it is understood they propose bringing a witness from the United States, and in the case of the Retail Merchants, the testimony of Dr. McGill, chief analyst of the Inland Revenue Department at Ottawa, will be secured.

The adjournment was taken last week in order to give the plaintiff and defend-

ant an opportunity to find out the day when the services of their witnesses can be secured. The case was set for July 5 in order that the court might definitely fix the day for the hearing of the case. The advertisement—as those who read the article in this paper will remember—stated that the paint in question contained only "pure lead, pure zinc, pure dry colors and pure linseed oil." The analysis of the Inland Revenue Department claimed this was not correct; hence the suit.

DOMINION BOARD TO MEET

The Dominion Board of the Retail Merchants' Association of Canada, will hold their annual convention in the Fort Garry Hotel, Winnipeg, on August 8, 9 and 10. Delegates from all the provinces are expected to be in attendance.

A meeting took place at Estevan, Sask., last week of a number of farmers and townspeople and the organization of a company for a cold storage plant was proceeded with. It is capitalized at \$50,000, and it is expected to have the plant running by next spring. The provisional directors are—F. W. Newcombe, J. Moffatt and W. J. Perkins.

H. R. Silver, who is in charge of the fish department of H. R. Silver Ltd., Halifax, is on a tour in the West, calling upon W. H. Scott Co., and their branches.

High Sugar Prices \$8.20; Low \$6.65

Review of the Market For Six Months—Comparisons With 1915 and 1914—Sugar Has Nearly Doubled Since Outbreak of War—Present Prices Are the Highest Ever Recorded—Charts Show Advances and Declines.

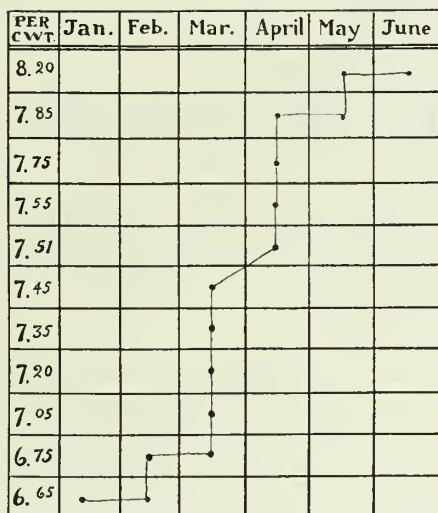
DURING the first six months of 1916 the highest price reached by standard granulated sugar on the Montreal market was \$8.20. This price was reached in May, that is the month before last. The trend of the sugar market during the past six months has been from \$6.65 to \$8.20. That is a large advance, and it has been made by a series of sharp and periodic advances to a certain point. For the last month a prolonged period when prices were stationary has been the state of the market.

The price changes can be observed from accompanying charts, the top one of which represents the rises in the sugar market during the last six months. The second chart on this page shows the changes during the year of 1915. The chart for that year is of course for the whole twelve months, whereas the chart for this year is for only the first six months of the year.

If one goes back to two years ago, it will be noticed that sugar in January of 1914 (that was war year) was priced at \$4.35. By August it had gone to \$4.45, jumping in that month to \$5.75. This was the month of the out-break of war. By October of 1914 sugar had risen to \$7.05, subsequently settling again in December of 1914 at \$6.65. That is to say for 1914, the latter of which was war period, sugar had risen about \$2.50 per cwt.

The Trend of 1915

In 1915 sugar began at \$6.30, it having suffered a decline about the turn of the year, 1914-15. Speedily it got up to \$6.80, an increase of 50c. per cwt. in February. Sugar values remained the same from February to April. They



The trend of refined sugar for the first half of 1916.

then dropped to \$6.65 in April, and so continued until September. In September, 1915, it dropped to \$6.05, and so continued until November, and in November climbed up again to \$6.65, and that was the starting point of the year 1916.

A Steady Four-Months Rise

Coming now to this year it will be seen that sugar has steadily risen in the first four months of the year. Standard granulated remained at \$6.65 until the third week in February; it then climbed 10 cents in two successive weeks. In the second week in March it was up to \$7.05, and the week after that a 15 cent rise occurred and it went up to \$7.20. The next week it had another 15c. rise and went up to \$7.35. The week following a 10c rise put it up to \$7.45. By the second week in

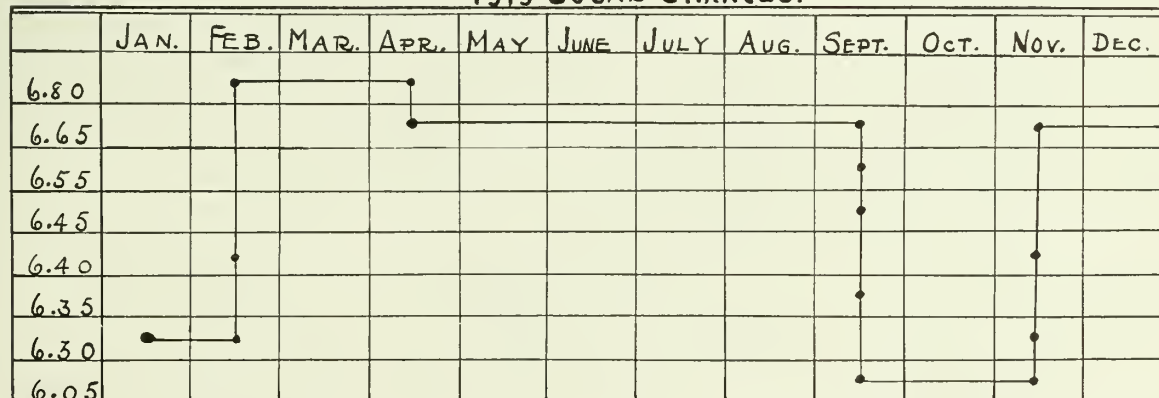
April it was up to \$7.55, and the third week in April to \$7.65. At the end of April sugar was \$7.85. It so continued for a week and the second week of May it was up to \$8.20, where it has remained until the present. To put it tersely and trenchantly, the price of standard granulated sugar has risen from \$6.65 to \$8.20, or it has made a gain of \$1.55 per cwt. in six months. Sugar is now at the highest point in years. It is worth while remarking that it is over \$3.25 higher than it was at the outbreak of war. It is at present \$1.15 higher than its high point in 1914, which was the first year in war.

As To the Future

As far as the future of sugar is concerned, nobody can say anything with certainty. It must be remembered that contrary to the opinion of uninformed critics, the rise in sugar value is to be attributed largely to Cuba and not at all to the refiners. So far as the Cuban is concerned he, of course, has put his prices up because there has been an overwhelming demand alike from Europe and America. There has been a period of quiet in the sugar market for the last month, but as readers of the market reports of Canadian Grocer know, last week and the week before there was a flickering of activity in New York followed by the same in Toronto. All indications point to much more activity in the sugar market. One refiner said to the writer, "The next move we see will be upward."

Sugar is not a commodity about which a man is safe in predicting at this present time, but readers of Canadian Grocer will see from the diagram and will know from continuous reports that

1915 SUGAR CHANGES.



The trend of refined sugar for the year of 1915.

sugar has been consistently and steadily upward for two years, taking it by and large. With the very heavy consumption and consequently heavy buying which has been the feature of the last two years still going on, we see no reason why sugar shouldn't go higher. It is reasonable to suppose there will be no great decline in sugar values for some time. A cardinal fact in the situation

is the fact that neither Germany or Austria are producing any beet sugar comparable with what they were producing, and not only does this hit them from the point of view of their own consumption but it also means that other continental countries must now buy in American markets. No one sees anything but a higher demand for West

India raws than ever which will tend to keep the price of sugar fairly high when compared to that existing before the outbreak of hostilities.

We suggest that the trade follow the market reports on sugar with the utmost closeness each week and that they might also with advantage file the accompanying charts.

Examination for Business Applicants

Quebec Merchant Claims This Should Be the Case to Prevent Transients Without Training to Undermine Legitimate Trade—Ideas on Pricing Goods as Markets Advance—
Workings of a "Want" Book

An authorized interview by Canadian Grocer representative with N. Mitchell, Granby, Que.

THE thought occurs to me with constantly increasing force that something should be done to discourage the ebb and flow of transient traders in this business. I refer to the pseudo merchant who on a small capital thinks to make up for an utter lack of experience in a highly specialized business of retail merchandising, by an ardent enthusiasm which he regards as the panacea of all business errors. And sinking, he drags us down with him. For all—good, bad and indifferent—are on the raft together, and if one tips it, the others must expect to get wet.

If these traders served useful ends they would not be transient; they would flourish and grow and put the rest of us out of business in the process. But they do not do this. Quite the contrary. For a couple of years, more or less, they cause a commotion on the surface of regular trade by lowering prices and giving customers a false idea of values and then fail. So the net result is they threaten our profits without accomplishing any permanent good for themselves.

Is it not possible to restrict this form of business suicide by Governmental regulation? There are laws to make applicants for civil positions, for entry into the law, medicine and other responsible places in life pass examinations proving their fitness for the task. Is the merchant any less responsible? Is not his function of equal importance in society? Surely our associations by putting a little constructive thought into this matter can stir up action in quarters with authority to act, and make a knowledge of the rudiments of business an essential of going into it.

The matter is of equal interest to wholesalers and retailers. The former sometimes become burdened with bad credits, the latter see their trade diverted by the attraction of lower prices. The unhappy agent of the disturbance fails—they all do. But he is invariably suc-

ceeded by another of the same kidney, and the game goes merrily on. They seem to think in terms of gross profit. If they buy at one dollar and sell for \$1.25 they delude themselves with the idea that the 25c is their profit. The volume of business done causes a rush of blood to the head, so to speak, and obscures the business vision. They cannot tell whether any money is really being made or not. Leaks are bursting out at every seam of the business craft.

Overlook Checking Invoices

It seems to be the obvious and the commonplace things that cause this class the most leaks. I have noticed that one of the commonest of these leaks is the failure to check invoices against shipments of goods as they are received. In such a store we find an astonishing number of shortages in this respect that if not caught on the day the goods come in the warehouse are irretrievably lost. We file invoices away in books, a separate one for each account.

These matters are rendered doubly acute now by the present uncertainty of a generally rising market, which tempts the merchant with old stocks to sell below the market price. So the anomaly is seen at times of retailers selling for less than they can buy. We meet this phase of the problem by raising the prices on the whole of any one line on the day we take into stock even a five-dollar bill of goods at an advanced price. As long as some merchants buy better than others, there will be dissimilarity of price; but at least there may be uniformity of price maintenance in method, if not in particular detail.

Cost sheets that include selling prices are kept pasted on the inside front cover of the sample books, and with the entry of the receipt of the higher-priced shipment, the whole range of prices in that line is altered then and there. This avoids later neglect. In addition, when-

ever possible if the stock is not too large individual articles are likewise marked up.

Utilizes Want Book

A Want Book is a feature of our book-keeping system, and contains the list of articles asked for from day to day, which we are out of. If we have never stocked them before, we do so in proportion to the number of calls in the Want Book, or if it is an old line that has run low, the book serves to jog the re-ordering machinery into motion. We consider it as much a crime to neglect to note a want as to neglect a charge.

This becomes a valuable feature in gaining new trade. It never rains but it pours. A line may be dead for a long time, when suddenly unseen forces operate to quicken demand, and in a few days the shelves are cleared of it. In such a case we replace with a full line again to prepare for this demand that so often comes in bunches.



SUGAR'S LUMINESCENCE

Grocers and others who have had occasion to handle sugar have frequently noticed a soft, bluish light when a scoop was scraped across solidly-caked sugar in the bin. Loose sugar does not show this glow, nor does granulated. The cause of the peculiar light is in the fracturing of the sugar crystals. Luminescence of this type accompanies the breaking of crystals of a number of different substances, but in none is more pronounced than in rock candy. To get the best effect, place lumps of rock candy between the jaws of nut-crackers, or forceps, and suddenly crush the crystal to fragments. If the room has previously been darkened, the flash of light may be seen at a distance of twenty yards or more.

Selling Fruits for Preserving

Methods of an Alert Store—Specializing in One Fruit at a Time—Responsibilities for Various Aids to Selling Upon Different Members of Staff—A Window That Pulled.

First of the Masters Series by E. A. Hughes.

JAMES MASTERS was an alert grocer. He was also one who believed in being forehanded with his plans. He did not wait till the moment for their consummation was upon him, but rather projected his mind ahead and made arrangements in ample time for the attaining of his object and that in the fullest and best sense. Thus, two weeks or more before he had his "Pineapple Week," he was busy with his clerks, allotting this to one and that to another, all in the way of special duty and responsibility. The whole staff, therefore, when it came to the week in question had everything in readiness for the drive in business in "Preserving Fruits," pineapple especially.

A Good Window

It was Jamieson, I remember, who looked after a special window. It had been decided by Masters to pay, this year, special attention to pineapples. A window, therefore, was given over to their display. In the centre of the window was a small, rectangular table. Upon this were arranged three pines, the very best sample of pines in the store. These were made the central objects. They reposed upon a white cloth. At one side was a sealer, a very necessary perquisite of "putting down" pineapples. On the other side were two or three rubber rings, and some sealing wax. The rubber rings inferred that some people might have ample sealers, and yet have mislaid or lost the rings used last year. The sealing wax, of course, did the trick in keeping the fruit quite airtight, until such time as the sealers should be opened. This table

Preserving Time Is Here

These are the days when you are thinking about putting down your fresh fruit against the time when you won't be able to buy any. You have a fancy, maybe, for doing your own preserving. It is a tradition in your house. You have always "put down" your fruit and you don't consider your cupboard complete in the winter if you haven't on the shelves a goodly supply of preserved fruit, the contents of each jar of which you know, for you filled the jars.

We are here to cater to that tradition in your house. See us before putting down your fruits. We suggest

PINEAPPLE

Always tasty; our stock is beautifully fresh, each pine being large and from the best of gardens. Each

Have you enough sealers? You want both large and small sizes perhaps. We have both. Replete

with rubber ring; large ...; small ...

Lost or mislaid the rings on last year's sealers? We can fix you up. Doz.

Sealing Wax is needful to make your jars airtight. The best, per stick, ...

Make 1916's "Putting Down" The Best Ever

You Know the Name—It Stands for Quality

James Masters

Main Street

Phone 666

The Masters ad. may be the very thing for your own space in the daily in your town.

containing these various things, then, was the centre point of the window. Upon a ground of clean white paper, all round the window, were displayed pineapples. Oh, there was no doubt about this window. It wasn't one of those at which the customer gazes and sees so many lines featured that the attention is concentrated on none since it is distracted by the multitudinousness of the whole. There was no doubt that this was a pineapple window. Pines lined the base; pines were stacked on the sides, and pillars of pines, balanced and protected by wooden supports, occurred here and there.

Ads. in the Papers

Nor was the advertising in the dailies in the town neglected. This, again, had been delegated to another clerk, and mighty well was it done. On this page is reproduced one of the ads. in ques-

tion. Take it from me, it pulled. It was written simply, so as to attract all. Often ads. are so "darned highfalutin" — as Masters once told us — that no one on earth except a college professor could grasp the meaning. This ad. showed that the Masters store had everything the housewife could need to attend to her "putting down." Here again — in the particular sample shown herewith — pines were featured. Similar ads. were run in the dailies on other days playing up berries, peaches and so forth. Double column space was used on all occasions. Masters had proved it the best for him, and it is a wise man who advertises in the style and space which he has proven.

Fruits to the Front

During the week in which a particular line of fruit was being pushed, a table was placed at the entrance to the store. It was the first thing which caught the eye of the customer as she entered the portals. "Pineapples," she murmured to herself, as she approached to give her regular order. And usually after the clerk had jogged her mind verbally by asking her if she was going to preserve pineapple this year, she bought a stock. The subject was not made hateful to her by incessant worrying, understand. She wasn't badgered to buy pineapples. There's a difference between that and a mild suggestion.

Everybody concentrated on the idea of booming pines for one week, and believe me, the Masters store had a real sale of pineapples. It's the only way — concentrate!

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING COMPANY
 LIMITED.

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, JULY 7, 1916

No. 27

ONTARIO APPLE CROP NOT GOOD

IT cannot be said that apples show indications of either amplitude or excellence in quality, from present early indications. Apples in Western Ontario have not set well. Spies east of Toronto are said to be short. Early apples are good. All in all a fair crop, says one expert, will be taken off the trees. Generally no hope of a really good crop is expressed.

Fungus diseases have developed in some sections. Scab may develop. According to the Fruit Department spraying has been rendered difficult this year by bad weather which has prevented farmers from spraying at the proper time, and consequently not as general as might be wished. The set of apples generally has not been as good as early blossom would warrant. Greenings and Colverts have been suffering from twig blight. It is not, therefore, an excellent nor yet a large apple crop for which we may look. At best it will only be fair, if present indications are any criterion.

KEEP FOODSTUFFS COVERED

THEY are having a lively time at St. Thomas, Ont., just now discussing at the Board of Health there, the matter of dealing effectively with fruit merchants who offer fruit and other foodstuffs for sale after they have been exposed to the dust of the street, because the vendor has left them uncovered outside the store. Citizens of St. Thomas have been complaining to the Board of Health, which body has been diving into archives only to find that the Public Health Act and other municipal laws do not compel the covering of fruits outside a store. This being the case it is suggested that the police enforce a rule as to merchants keeping all their stock within their stores and not piling up foodstuffs outside the stores. In other words, the citizens of St. Thomas figure that if they cannot prevent some fruit merchants from handing them "lemons"—in more than one sense of the word; if they cannot have their foods covered before they are purchased, then the vendors must not be allowed to display their wares outside the precincts of stores.

Grocers generally speaking have a harder time than

any other tradesmen to keep their lines fresh and appetizing. To their credit be it said that, in the main, they do so keep them. Covering foodstuffs, particularly in hot and dusty weather, is a rule of the successful grocer, especially those that cannot be peeled or thoroughly washed before using.

A HEAVY FINE—\$50.

AN Ontario grocer has been fined \$50 including costs for selling cream of tartar which was not in accordance with the Government standard.

As Canadian Grocer has so frequently pointed out in the past, every merchant should make it a permanent practice to know absolutely, what he is buying at all times. It is possible that this merchant was not aware he was buying an adulterated cream of tartar. The only way to make sure is to demand a Government warranty from the firm that makes the sale. This protects him against being fined later on should the article not come up to the standard.

Canadian Grocer again urges every dealer to KNOW his goods. If he is not fully acquainted with the house from whom he purchases and their reputation, then he should demand the Government warranty. This is the only protection against the retailer's reputation. The law, whether right or wrong, makes him liable as the vendor of the goods.

Further information will be given to new or old subscribers on request.

DUMPING REJECTED TEAS IN CANADA

IN other days the tea trade as a whole was not entirely free from the charge of assisting in the practice of encouraging the dumping of teas condemned as unfit for human consumption in the United States on the unprotected Canadian market. Happily the trade proved its own doctor and no trading in these rejected stocks now occurs through any legitimate channel.

Unfortunately, however, the evil still exists in a limited form and advertisements may be seen in various journals

urging United States owners of rejected stocks to ship them to Canada. It is common knowledge in the tea trade that the United States owner of a rejected lot of tea naturally turns to Canada for an outlet. The practice grew up with the passage in the United States of the Pure Foods Act which effectually stopped the sale of inferior teas there. But with the Canadian market so invitingly close a certain section of United States importers got into the habit of snapping up "bargain" lots of cheap tea in the East on the chance of getting by the United States inspectors with them and thus securing an enormous profit, while if the goods were rejected they could at least be dumped in Canada at lower price so that the importer might break even. Also legitimate importers might occasionally get caught with inferior goods that were bought with no intention of dumping in which case of course it was legitimate merchandising for them to sell in Canada. The evil became so glaring that Canadian importers agreed amongst themselves to discourage the practice as the arrival of these lots at irregular intervals upset the whole market, hurt the sale of good teas, reduced prices and eventually lost the customers who consumed the inferior stuff. So the practice is now confined to rare individuals who make the abstention of the trade as a whole from the practice their opportunity for indulging in it.

The present time, when all business relations are so upset, offers an excellent opportunity to the tea dumper so that it behooves Canadian retailers to KNOW the quality and origin of the teas they buy. There are enough reputable teamen from whom to buy. The "dumper" should be shunned.

HOW PARCEL POST WORKS

AT THE sessions of the National Wholesale Grocers' Association held in Boston, recently, among other matters discussed was the report of a sub-committee whose members had been looking into the matter of the operation of parcel post. There were two or three conclusions to which these men had come. One was that the parcel post was popular with the people; another that the idea behind it was a step in the right direction; a third that every package is delivered, at present, at a loss to the Government, the aggregate of such losses being a tremendous sum during the year past, and a fourth, that the system was steadily building up large corporations whose size in a few years' time would overshadow the largest trusts of the present time. The report of the committee, apropos the third and fourth conclusion says:

"the package . . . has been delivered at a loss to the Government, and this loss is worked to the direct interest of a few large corporations in the great centres and to the detriment, and in many cases, ruin, of the small merchant in country towns."

and again:

"as operated to-day the system is fast building up corporations whose size in a few years will overshadow the largest trusts of the present time. This tremendous increase in the volume of business centralized in a few corporations will be at the expense of hundreds, yes, thousands of small country merchants who are now making an honest living and building up local communities in which they reside."

This is the peril of the parcel post idea wrongly applied. Few will object to parcel post, *per se*. It is a step forward in the progress of our time. But its operation with two results such as have been mentioned herein is alike inane from a business point of view and unfair from a moral. If parcel post is to be successful it must (1) be run, as any

great business would be run, profitably or, at any rate, without loss, and (2) so that it treats the big tradesman and the small quite equally. At present parcel post in the United States does neither of these things, and on the contrary is doing those very things which would be condemned in any body of men conducting a large commercial enterprise. Government to-day should be business. The present operation of parcel post in the United States is folly on a large scale. That it is Government folly does not excuse it.

KILL THE FLY

HOT days at last are with us, belated though they may be, and grocers in common with the rest of the world are feeling the effects of the fly nuisance. Most merchants have made adequate preparation for the public's relief in this matter some time ago, by selling fly destroyers. They will find a steady continuous trade in these as the weeks progress. People are waking more and more to the surety of the knowledge that the common fly embodies in its small dimensions a deal of evil, which, if not warred on, becomes ever greater and greater. There is no need to go into statistics to prove the rapidity and sureness with which two flies may develop disease in no small measure. Grocers have in the common fly a power for creating good and large revenue by pushing such lines as are effectual in killing it.

But that is not all. Merchants sometimes are so keen on selling fly destroyers and so forth that they neglect the equally important matter of protecting their store and its contents from this malignant agent. Shoemakers' children are sometimes the worst shod. It must not be said that the salesmen of fly destroyers most show in their own stores the bad effects of not destroying it. Cooked meats, cheese, butter, indeed almost any foodstuff unprotected by a covering is alike a delight and territory for the fly. Protect all your goods by the abundant use of fly killers. It is not enough always to screen different lines, excellent measure as that is. Kill the fly and thereby remove, every time you so do, a power for nuisance-committing. Have a store which is flyless. It is an extra talking point, possibly the best of all, for selling fly destroyers to the customer.

HIGH WATER MARK FOR TRADE

CANADA has cause for congratulation in the report which has just come from the Trade and Commerce Department at Ottawa, which shows a remarkable increase for the month of May over the corresponding months of last year. Imports totaled \$70,230,000 or an increase of 100 per cent., as compared with May of 1915. Exports totaled \$106,000,000. Exports of manufactured articles totaled \$27,734,000, an increase of over eleven and a half millions as compared with May, 1915. Exports of agricultural products, principally wheat, totaled \$47,433,000, an increase of \$34,687,000 over the same month last year. Total trade is more than double the total of May, 1915.

These figures constitute a new high water mark for Canadian trade. It must, of course, be remembered that a considerable percentage of both imports and exports is due to abnormal conditions of war traffic. Nevertheless Canada's trade in May, 1915, reached a point to which it had never come before. Taking into consideration munitions and other war exports and imports the trade of the country is in a healthy condition.

EDITORIAL BRIEFS

A GIVEN method may be excellent—until some one comes along and improves it.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

The 37th annual picnic will be held at Lavaltrie on July 19th.

C. Ritz, manager Robin Hood Mills, Montreal, has gone on a trip to Calgary in the interests of his firm.

The Oxford Grocery Co., is a new grocery firm that opened up last week at 1593 Sherbrooke W., Montreal.

A. Dufort has succeeded his father I. Dufort in his grocery business at 1375 Church Ave. Cote St. Paul, Montreal.

Ald. Lamarre joined the association and promised his influence in the city government for the benefit of the grocers.

H. Bougie a former hotel keeper of Blue Bonnett has purchased the Ottawa Wine Vault at 100 Ct. Catherine E., Montreal.

A. W. Richardson, sales manager of Torbitt & Castleman, syrup and molasses manufacturers of Louisville, Ky., was in Montreal last week calling on the trade. He is in Toronto this week.

Goodwins Ltd., Montreal operate a cafeteria for the benefit of employees and offers to them for 12c, one meat and two vegetables with sundries which is an example of what can be done even at the present cost of meat. This store maintains two men working by turns night and day doing nothing but scrub up in their candy making department.

At the last meeting of the Montreal branch of the Canadian Retail Merchants' Association some criticism of the police was indulged in in connection with the charge that they allowed some grocers to remain open at hours and on days when such action was in direct violation of the law, and it was decided to push all cases of this kind that are brought to the association's notice.

The heads of departments of Goodwins Ltd., Montreal, recently presented W. H. Goodwin, the managing director with a chest of silver table cutlery on the occasion of the 25th anniversary of the wedding of Mr. and Mrs. Goodwin.

D. Hatton & Co., fish merchants, of Montreal, have been awarded the contract to furnish the 10,000 soldiers at Barriefield, Ont., with fish for the season.

Ontario

W. F. Woodford, Ross street, has sold his grocery business to Thomas Gagan.

Scores of farmers who were unable to get their seeding done have now given up all hope of planting oats or corn and the fields will lie idle.

With few exceptions all the merchants of Berlin have signed an agreement to observe a weekly half-holiday during the months of July and August.

Cawthra Mulock has resigned from the vice-presidency and directorate of the Maple Leaf Milling Company. His resignation followed on the heels of the annual meeting at Toronto.

The business men of Stouffville have decided to close their places of business on Fridays at 12.30 during June, July and August. The Stouffville banks will be closed also during June, July and August.

Our representative ran across C. H. McIlroy, last week in his old ground in the Niagara Peninsula. He is a Balfour, Sings & Co. traveler. Mr. McIlroy has traveled in this territory for different firms for the past 28 years.

Mr. Richardson, once a grocer in the Taylor block at Carleton Place, later in the same line at Ottawa, conceived in his meditations that farming was his forte. He therefore sold out and settled down on a fine section near the Capital.

Figures just prepared by experts show that as a result of the unusually wet season, 40 per cent. of the tomato plants set out in the London district, have been destroyed. Peaches, cherries and plums will be a record crop, and apples fair; butter and cheese production will show the greatest jump in many years.

Mr. A. L. McKeechie, a highly respected resident of Mount Forest, for many years, passed away. He was for many years engaged in the mercantile business, but for the last 20 years had been engaged as a traveler for Eby Blain & Company, wholesale grocers, of Toronto. He is survived by a wife and family of five children.

Geo. Scott, grocery clerk for Scandrett Bros., London, has certainly done well from the point of continuous service. George has been for over thirty years behind the same grocery counter. He remembers when practically all the grocery business was done in about a dozen stores in the centre or main part of the city. Now there are two hundred stores in the residential sections. George is a young looking man yet, having

hardly a grey hair. He looks good for another thirty years.

Western Canada

The employees of the Royal Crown Soaps, Winnipeg, are holding their annual picnic this year at Winnipeg Beach on July 8.

H. V. Bauslaugh has been engaged to travel in the city of Medicine Hat for the Codville Co. He was formerly with Kilgour Bros., Winnipeg.

The Vancouver Board of Police Commissioners have decided that after July 1 it will be legal to sell fruits and tobacco on Sunday in that city.

Harry Moore, of Turner's general store, Macgregor, Man., left for Belmont, where he has accepted a position in McIntyre and Castell's general store.

The current issue of the B.C. Gazette announces the incorporation of the Chilliwack Evaporating & Packing Co., canners of fish, vegetables and fruit, capital \$10,000.

N. D. Milne, of the Codville Co., Brandon, is recuperating in the south, following a serious operation for appendicitis. It will probably be six weeks or a month before he is back.

A. W. Chapman, vice-president and treasurer of the Codville Co., Winnipeg, is away on a two months' vacation. He left Winnipeg recently for Los Angeles, and is going from there to the Yukon.

Watson & Truesdale, manufacturers' agents, 120 Lombard street, Winnipeg, have been appointed representatives in the West for Wodehouse Invigorator, Hamilton, Ont., manufacturers of animal invigorators, calf meal, etc.

Mr. and Mrs. W. H. Hamblin and their son Gordon, left Winnipeg last week by automobile, traveling to Toronto via Chicago. Mr. Hamblin is a partner in the brokerage house of Hamblin & Brereton, who are making their headquarters in Toronto.

A petition circulated in South Vancouver, B.C., in favor of making Saturday a half-holiday, has been signed by 97 per cent. of the merchants, and the council will be requested to proclaim a half-holiday for every Saturday afternoon. They will also request the council to secure the consent of the attorney-general to prosecute under the Sunday Trading Act.

Beans and Canned Goods Higher

Strong Position of Latter Shown by Several Advances — Beans Once More Move Up on Firm Market—All Peppers Strong and Likely to Advance — Arrival of Stocks of Molasses Does Not Appreciably Weaken Prices.

Office of Publication, Toronto, July 6, 1916.

THE event of the week in so far as the grocery trade and the public too, are concerned, is the arrival at last of a considerable quantity of molasses. This reached Montreal this week; it has been expected for some time. The molasses situation has been exceedingly strong for some months and it is not expected that there will be any immediate easiness in the market just because a certain amount of molasses has come in from Barbados. It will probably take some time before prices adjust themselves to lower levels, and indeed the arrival this week of the consignment did not appear to be weakening at all. Hitherto, the only way in which purchasers have been able to secure molasses has been merely to obtain a percentage of what they ordered. There will, however, now be enough to go round the country.

The situation in beans gets worse and worse. As time wears on the old stock becomes less and less sufficient for the unusual demand upon it. The crop was so slim to begin with and export demand, as well as a fairly heavy domestic demand, have been too much for it. After a period of some months in which prices for white beans have been inordinately high, these levels are stronger to-day than ever. There are hardly any prime beans in sight. A somewhat unusual situation is further complicated by the fact that in late years the trade has been educated to look for a good quality of beans. This being so, they are not satisfied with the poorer quality, calling loudly for No. 1 stuff. There are fairly adequate supplies of second grade beans, but No. 1 quality is conspicuous by its absence. As the months wear on the situation is bound to get more and more unbearable inasmuch as the new crops will be about one month late. Rain and bad weather generally have interfered and it is not expected that the crop will be harvested until November. The present supplies will certainly expire before that date. It is perhaps somewhat surprising that beans have been so scarce in view of the fact that west of Winnipeg Japanese beans have been coming in there. The reason why these came in at all was because Ontario's this year were of such poor quality and Japanese beans—themselves of poor quality—had a chance. However, Japanese beans are now practically off the market. West of Winnipeg the beans which are selling are Michigan beans and these are as scarce as Ontario's.

The flour situation is now looking up somewhat and cables for Western flour have improved this week. Some further business has been registered on Old Country account. Winter wheat flour, however, is still unsatisfactory from an export point of view. The reason why flour generally is picking up a little is presumably because ocean freight rates are now more acceptable. They have, of course, materially decreased and indeed one would suppose that the reduction which has occurred would have stimulated business in flour for export accounts to a much greater extent than has been the case. However, this week's activities may be the beginning of a prolonged process of building-up business in flour again.

There is a good demand for rye, probably for export and also for barley, which may be for domestic account, or again for shipment overseas. Both rye and barley are somewhat scarce at the moment and there is consequently a firmness in these commodities which is somewhat foreign to the cereal market of the last few weeks.

The situation in cheese, both in Canada and in England, is again weaker and prices are down very slightly from the levels registered last week. It is said that at the moment there is a good deal of cheese in England, and cables are not as frequent, nor do they contain as cheerful a desire to accept exporter's offers as was the case some little time ago.

MARKETS IN BRIEF

QUEBEC MARKETS.

FLOUR AND CEREALS—
Flour unchanged.
Middlings stronger.
FISH AND OYSTERS—
Halibut easier.
Gaspé salmon firmer.
Mackerel firmer.
Smoked and pickled lines reviving.
FRUIT AND VEGETABLES—
Strawberries down to 8c.
Cantaloupes down \$2.50.
New potatoes decline \$1.25.
Beans and beets down 25c.
Tomatoes down 25c.
PRODUCE AND PROVISIONS—
Smoked lines firmer.
Lard and compounds unchanged.
Butter firming up again.
Eggs up 1c.
GENERAL MARKETS—
Currants up.
Gallon apples up 30c.
Tapioca declines 1c.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour a little firmer.
Rye in demand.
Barley for export.
Mill feeds stable.
FRUIT AND VEGETABLES—
New pears appearing.
Onions in demand.
Strawberries of quality.
Potatoes getting cheaper.
Much produce coming.
FISH AND OYSTERS—
Lobsters getting higher.
Whitefish more plentiful.
Most sea fish unchanged.
Frogs' legs sell well.
PRODUCE AND PROVISIONS—
Butter still firm.
Cheese levels lower.
Eggs up a cent.
Lard firmer; unchanged.
Hogs still strong.
GENERAL GROCERIES—
Sugar getting firmer.
Peppers all strong.
Cream of tartar easier.
Apricots up some.

MANITOBA MARKETS.

FLOUR AND CEREALS—
First patents still \$6.60.
Flour business improving.
Shorts and middlings tend up.
Bran quotations ease off.
Cereal business very quiet.
FRUIT AND VEGETABLES—
Grapefruit firmer at \$6.00.
Strawberries down to \$4.00.
Temporary apricot scarcity.
Cabbage supply limited.
New potatoes down to 4½c.
Oranges liable to advance.
PRODUCE AND PROVISIONS—
Hog receipts heavier.
Hog quotations down—\$10.50-\$10.75.
Lower quotations on butter.
Big export demand for dairy.
Egg quality and quantity off.
FISH AND POULTRY—
Supplies coming in better.
Prices on staple lines same.
Poultry still very scarce.
Broilers should be here soon.
Salmon 16c, halibut 11c, trout 12c.
GENERAL GROCERIES—
Sugar market featureless.
Jelly powders remain high.
Old crop Santos firming up.
Gingers will be higher.
Peppers much firmer this week.
Tapioca and sago start up again.
Big advance in white beans.
Lima beans firming up too.

Quebec Markets

Montreal, July 6.—Market in general is quieter than for some time past, and comparatively few lines show real activity. A continuation of the uncertain weather that prevailed all spring, and the fact of the Canadian and American holidays coming so closely together, have further added to this feeling. Additional evidence of an easing of the ocean freight situation continues to come to hand, and in some cases to cause price weakness. The British buying of large quantities of neutral food-stuffs to prevent exportation to Germany is arousing interest in its possible effect on prices here.

Fruit and vegetable lines reflect unsatisfactory condition of weather more than any other, notwithstanding which declines in these lines are general, in keeping with an easier undertone to market as a whole, as result of lessened demand and lower freight rates, although some lines continue to firm, as in case of all pork products and some other provisions. There is a revival of interest in pickled and salt fish, in conjunction with an increased fish consumption that has become feature of trade. Flour lines are inactive and still weak; the first full molasses cargo of the season has been received, and others are reported on the way. Rice is slightly easier, and tapioca has declined 1c a lb. owing to cheaper freight rates. Canned goods are quiet, but very firm, and gallon apples have advanced. Beans are becoming scarcer, and some interest is being shown in peas. As indicated last week, one brand of plug tobacco has declined 2c lb., and paper bags have advanced in proportion to a 25c per cwt. advance on wrapping paper, which is now \$3.90 for brown and \$4.60 for Manila.

SUGAR.—Prices and other features of importance are practically unchanged from last week, chiefly owing to the fact that New York market has been closed for some days owing to holidays, and no activity has been possible since closing on Friday, at which time market was steady and unchanged, with New York refiners asking \$7.65 and holders of raw Cnbas 5½c. Local demand continues to show the improvement that first appeared last week, and volume of sales passing at present has been best for some time. Reports of Western beet crop are not reassuring, and are arousing considerable interest here.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
50 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95

Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 65
25 lb. boxes	8 75
Paris Lump—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Feature of week was the arrival of the long expected cargo of Barbadoes molasses. Cargo consisted of 2,100 puncheons, 600 of which were unloaded at Quebec and balance here, with from 2,000 to 3,000 more puncheons definitely reported as being on the way. Prices remain unchanged, and arrival has caused no easiness of any factor on market except supplies, as these arrivals will go into immediate consumption, and will not effect general situation.

Good orders for corn and cane syrups are reported on all sides. Corn is higher and a firmer feeling is noted, but no changes have occurred in syrup prices, although the corn price is 10c a bushel above the low of six weeks ago, and represents a considerable addition to strength of market.

	Prices for	Choice.
	Fancy.	Island of Montreal.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 8½ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5½c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Cables on currants have advanced another 2c, but remain unchanged locally as yet, as do all other dried fruits in which an inactive condition in general rules. Prices are well maintained and firmness rules except in prunes, in which an undercurrent of easiness is evident. New York spot goods are firmer, but new crop buying at Coast points is reported light and prices low, with a surplus in sight. Raisins continue firm on basis of statistical position, which includes 35,000 tons on Coast, as against 22,000 tons shipped last year in period from June 1st to October 1st, and with larger demand probable this year on basis of an increased consumption. Position of California dried fruits as a whole is such that local wholesalers incline to advance prices for future delivery. Reports on new crop Valencia raisins are favorable as to quality and size, but without any definite indication as to price.

	Per lb.
Apples, choice winter, 25-lb. boxes	0 09½
Apples, choice winter, 50-lb. boxes	0 09
Apples, choice winter, 100-lb. boxes	0 14
Apricots	0 15
Nectarines, choice	0 11½
Peaches, choice	0 08
Pears, choice	0 13½

DRIED FRUITS.

Candied Peels—	
Citron	0 24
Lemon	0 20
Orange	0 19
Currents—	
Filiatras, fine, loose, new	0 14
Filiatras, packages, new	0 15
Dates—	
Dromedary, package stock, old, 1-lb.	0 10
Paris, choicest	0 12½
Hallowee, loose, new	0 09½
Hallowee, 1-lb. pkgs.	0 09
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 16 oz.	0 09½
Cal. bricks, 16 oz.	0 10
Cal. layers	0 10
Cal. layers, table, 10 lbs.	1 50
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 11
40 to 50, in 25-lb. boxes, faced	0 10½
50 to 60, in 25-lb. boxes, faced	0 10
60 to 70, in 25-lb. boxes, faced	0 09½
70 to 80, in 25-lb. boxes, faced	0 09
80 to 90, in 25-lb. boxes, faced	0 08½
90 to 100, in 25-lb. boxes, faced	0 08
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscata, loose, 3-crown, lb.	0 09
Muscata, 4-crown, lb.	0 09½
Cal. seedless, 16 oz.	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½
Choice seeded, 16 oz. pkgs.	0 10½
Valencias, selected	0 12
Valencias, 4-crown layers	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Prices and other factors of importance remain unchanged, with prices fairly well maintained in face of an inactive market in New York and dullness here.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 15	—0 09	—0 23
Cassia	—0 27	—0 85	—0 35
Cayenne pepper	—0 28	—0 85	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	—0 25	—	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 23
Mace	—0 80	—	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 25
Peppers, white	—0 35	1 15—20	—0 37
Peppery spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	—	—
Turmeric	0 21—0 23	—	—

Lower prices for pails, boxes or bails when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	0 13	
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocunut, in pails	0 21	0 23
Pimento, whole		12-15

RICE AND TAPIOCA.—Rice prices remain unchanged, but a slightly easier feeling pervades market for fancy rice in spite of general feeling that position of rice justifies a higher price and demand has shown considerable improvement in face of easy tendency, which, however, is reported to be a purely local condition as result of large importations by wholesalers at lower prices. Pearl tapioca is down 1c, and is now offered at from 10c to 11c a lb. as result of lower freight rates and an easier feeling generally.

	Per cwt.
Rangoon Rice—	
"B"	4 30
"C.C."	4 10
India bright	4 40
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 50
Pearl	5 00
Imperial Glace	5 70
Sparkle	6 30
Crystal	5 00
Snow	5 20
Ice drips	5 30

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Tapioca—	Per lb.
Bags, 224 lbs.	0 06
Half bags, 112 lbs.	0 06½
Quarter bags	0 06½

Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 10	0 11
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Prices remain unchanged, but line is very firm, and feeling grows as consumption develops greater scarcity of beans and state of weather indicates a backward year for new crop. Hand-picked are reported to be almost out of market now, and fears are expressed that no beans of any kind will be available in another month or two. Poor quality stuff has been going into consumption lately as result of general shortage, and it is estimated that only seven or eight cars of this variety are left on this market. A sympathetic interest is being shown in peas, which have hitherto occupied an inactive position all winter.

Beans—		
Canadian, 3-lb. pickers, per busbel.....	4 30	5 00
Canadian, hand-picked	5 35	5 50
Canadian, 5-lb. pickers	4 60	
Yellow eyes, per bushel	4 70	
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 98 lbs.	6 25	
Barley, pot, per bag	3 25	
Barley, pearl, lb.	0 04½	0 06

TEA.—Prices are unchanged, and market in general is without any feature of great interest to report. Japan market is as strong as ever, with supplies coming forward in fairly good quantity now, and one cable was to effect that high-grade stocks were scarce, and some grades unobtainable.

COFFEE.—Prices remain unchanged, as do other features of interest locally, and volume of business passing continues to be very satisfactory, but weakness continues at primary points, where buying is of hand-to-mouth character; but it is pointed out that unless a much larger decline should occur than seems possible now the effect would not be felt here for some time to come. Present decline aggregates ¾c per lb. for last month, but has been so gradual as to have been almost imperceptible.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—No changes have occurred in prices or other factors. Volume of business passing is unusual in quantity. Walnuts are very firm, but importers report they find it difficult to increase prices here. Peanuts show activity. Other lines remain as before, and stocks in general are low.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 34	0 35
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	0 35	
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

CANNED GOODS.—Gallon apples have advanced 30c, and are now \$2.90 a case and short on the market. Tomatoes are unchanged and firm, as practically all other lines are in spite of a dull de-

mand. Discouraging reports of lessened acreage continues to add to this feeling and prevent any possibility of declines in view of inactive trade.

All classes of sardines remain as firm as ever, as do canned fish lines in general.

Ontario Markets

Toronto, July 5.—Features of the market this week are the strength of apricots, the firmness of beans, the fact that despite fresh shipments of molasses there seems no probability of lower levels, and variations in provision markets. These are all referred to in their respective places in the columns following.

Trade continues generally good, with collections in the city and country fair. Country is quite up to standard. City at the moment is reported somewhat slow. Orders are larger in bulk and more numerous, and the Street is in a healthy condition. Wholesalers have made up their books for June and have found them very satisfactory in their returns. This is the time of the year when wholesalers find some lines not selling, because the fruit and vegetable men are getting their trade instead. Dried fruits for immediate use give place to fresh. Nuts are a slow line and do but a fair business these months. Cereals and breakfast foods, that is the heavier kind, are not as keenly desired by the public; people cannot eat as much in hot days as in the winter time.

What is one's loss in another's gain, however, and the fruit and vegetable men are revelling in good business right along. The hotter weather has made delivery of produce better and roads for the most part are now in excellent condition. May they remain so! It makes a power of difference to prices.

Special attention is directed this week to the provision market which records important changes in eggs, butter and cheese.

SUGAR.—Demand for this commodity is improving and dealers look for a steady market for the balance of the season. Prices have remained firm during the past week. The situation with respect to raws is also firm; strong in fact. An important factor at the present time is one of probable supply. Reports from Cuba state that the visible supply from that country will be 100,000 tons less than that of last year. There will be a big crop despite this fact, but not as big as that anticipated earlier in the season. Russia is now reported short on raw stocks as well as all other continental countries. Sugar

men assert there is little doubt but that there will be higher prices in the not very distant future. Quotations at the present remain unchanged.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 25
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 15
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 25
50 lb. boxes	8 65
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lump—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Scarcity of tonnage still operates to cause a firmness in the molasses market. While there has been a considerable reduction in freight going over the Atlantic routes there has been as yet no noticeable drop in rates between the West Indies and Canadian ports. This has caused all grades of molasses to hold a steady price. In the low grades of molasses there has been a big demand for the manufacture of rum for use of the soldiers in the trenches. There has been very little business if any on low grades. With the release of more ships by the Admiralty the freight situation for the West Indies should get still easier when prices should have a tendency to be lower. Corn and cane syrups have maintained a steady price during the past week. Quotations given are as follows:

Corn Syrups—	
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls.	0 04½
Pails, 38½ lbs., \$1.95; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ½ doz. in case	3 06
Cases, 20 lb. tins, ¼ doz. in case	3 00
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 60 0 65
West India	0 38 0 40

TEAS.—Reports from London are to the effect that the tea market is somewhat easier. One of the notable developments was the announcement on Friday last from London that all exports of tea from England to continental ports with the exception of those of the Allies and Spain are to be prohibited. The market in consequence is easier in tone. Prices are a farthing below recent quotations for Ceylon teas. This, however, may be due to the poor quality of the tea rather than to any other condition. The demand locally has not been heavy.

DRIED FRUITS.—Apricots have firmed up a good deal during the past week. From present indications it would seem that prices will continue to advance still further. Owing to the shortage in the crop, prices will continue

firm and in a rising condition. The peach market also remains firm. The prune market holds at a high level. There is not a great deal of business being transacted in this line. Growers are asking big prices, and the factories, on the other hand, are inclined to consider the prices as being too high and consequently will not buy. Market conditions with respect to raisins are very complicated. Reports of a poor crop of currants for the coming season have strengthened the prices for California raisins. Dealers frankly admit they do not know where they are at with respect to the raisin market. Reports from Greece on the condition of the currant crop are such as to cause concern about the future of this market. With the appearance of a bug, known by the Greek currant raisers as perinosperos, great havoc is being caused with the forthcoming crop. This particular bug causes the fruit to rot.

Apples, evaporated, per lb. 0 08½
Apricots—

Std., 25's, faced 0 15 0 15½
Choice, 25's, faced 0 18 0 19
Extra choice, 25's, faced 0 19 0 20
Fancy, 25's, faced 0 20 0 21

Candied Peels—

Lemon 0 18 0 20
Orange 0 18 0 20
Citron 0 23½ 0 25

Currants—

Filiatras, per lb. 0 15 0 16
Patras, per lb. 0 16 0 17
Vostizzas, choice 0 16 0 17½
Cleaned, ½ cent more.

Dates—

Fards, choicest, 12-lb. boxes 0 09½ 0 10
Fards, choicest, 60-lb. boxes 0 09 0 09½
Paackage dates 0 10 0 10½
Halloweens 0 08½ 0 09

Prunes—

30-40s, California, 25-lb. boxes 0 13 0 13½
40-60s, 25-lb. boxes 0 10½ 0 11
50-60s, 25-lb. boxes 0 09½ 0 10
60-70s, 50-lb. boxes 0 09½ 0 09½
70-80s, 50-lb. boxes 0 08½ 0 08½
80-90s, 50-lb. boxes 0 08½ 0 08½
90-100s, 50-lb. boxes 0 08 0 08½
25-lb. boxes, ¼ cent more.

Peaches—

Choice, 50-lb. boxes 0 08½ 0 09
Std., 50-lb. boxes 0 08 0 08½
Choice, 25 lbs., faced 0 09 0 09½
Extra choice, 25 lbs., faced 0 09½ 0 10
Fancy, 25 lbs., faced 0 10 0 10½

Raisins—

Valencia, Cal. 0 09 0 09½
Seeded, fancy, 1 lb. packets 0 10½ 0 11
Seeded, choice, 1 lb. packets 0 10½ 0 11½
Seeded, choice, 12 oz. 0 09
Seedless, 16 oz. packets 0 13 0 13½
Seedless, 12 oz. packets 0 11
Raspberries, black, dried, 25-lb. boxes 0 40 0 42

NUTS.—There is a very limited demand for nuts of all kinds at this season of the year. For the most part the nuts are placed in cold storage owing to the lightness of demand. Very few are being ordered by the retailer. About the only kind that is moving at all are walnuts, which are used principally in salads and confectionery and ice cream stores. Quotations as a consequence remain unchanged.

In Shell—

Almonds, Tarragona 0 15½ 0 16½
Brazil, medium, new 0 16 0 18
Brazil, large, washed, new 0 20 0 22
Chestnuts, peck 1 75 2 00
Filberts, Sicily, bags 110 lbs. 0 14 0 14½
Peanuts, Jumbos, roasted 0 13½ 0 14½
Peanuts, hand-picked, roasted 0 11 0 11½
Peanuts, fancy, roasted 0 09 0 10
Pecans 0 17 0 18
Walnuts, Grenoble 0 14½ 0 15½
Walnuts, Bordeaux 0 11 0 12
Walnuts, Marbots 0 12½ 0 13½

Shelled—

Almonds 0 40 0 42
Filberts 0 35
Peanuts 0 11 0 11½
Pecans 0 60 0 65

Walnuts, new, halves 0 35 0 37
Broken 0 31 0 32

SPICES.—Two features in the spice market this week are the easier tendency for cream of tartar and the firmer tendency for all peppers. The great drive on the part of the Allies, which is meeting with such marked success in the ousting of the Germans from France, has caused the cream of tartar market to be easier in tone. If the drive continues with success the market will in all probability be still easier. Nearly all of the cream of tartar comes from France and Italy. From the territory of France held by the Germans is comprised almost half of the producing area of that country. Cream of tartar is obtained from the juice of the grapes. Pepper is reported higher in all the world markets. Following reports of shortage in Malabar varieties there has come widespread and authentic estimates of a shortage in the Lampong and Siam crops. Higher prices seem probable in the near future.

Spices—

	Compound, per lb.	Pure, per lb.
Allspice, ground	0 20	0 17-0 19
Allspice, whole	0 15
Arrowroot	0 15-0 20
Bay leaves	0 20
Bicarb. soda	3½c
Caraway seeds	0 30
Cassia, whole	0 26-0 32
Cassia, ground	0 16-0 18	0 26-0 34
Cayenne	0 30-0 35
Cayenne, Jap. chillies	0 45-0 50
Celery seed	0 30-0 35
Celery salt	0 30-0 35
Celery pepper	0 30-0 40
Cinnamon, Ratavia	0 30-0 45
Cloves, whole	0 30-0 45
Cloves, ground	0 18-0 22	0 32-0 45
Coriander seed	0 12-0 13
Cream of tartar	0 25-0 30	0 49-0 55
Curry powder	0 30-0 35
Ginger, Cochiti	0 15-0 17	0 22-0 25
Ginger, Jamaica, ground	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole	0 28-0 30
Jing, African, ground	0 14-0 18
Mace	0 85-1 00
Mustard, pure	0 28-0 30
Mustard seed	0 20-0 25
Nutmegs, brown, 64s, 55c, 80s, 45c, 100s	0 35-0 40
Nutmegs, ground, bulk, 30-35c	0 37-0 42
1 lb. tins	0 25-0 30
Pastur spice	0 35-0 40
Panrika	0 25-0 30
Peppers, black, ground	0 14-0 18	0 24-0 29
Peppers, black, whole	0 24-0 29
Peppers, white, ground	0 19-0 24	0 30-0 35
Peppers, white, whole	0 18-0 23
Pickling spice	0 45-0 50
Sage	0 10
Salinetre (chili)	0 26
Thyme	0 20-0 22
Turmeric	0 20-0 22

RICE AND TAPIOCA.—Prices for these commodities remain firm. Many of the dealers are well covered on contract, and this is helping to hold prices up. There is a fair demand. Stocks continue to be of average size. Quotations remain unchanged.

Rice—

Rangoon "R." per cwt. 4 50
Rangoon "CC." per cwt. 4 40
Rangoon, fancy, per cwt. 4 38
Patna, fancy 0 07½ 0 09

Tapioca—

Pearl, per lb. 0 10 0 11
Seed, per lb. 0 10 0 11

BEANS.—Further advances have been recorded in the price of beans during the past week. Choice primes are now selling at \$5 to \$5.25 per bushel, with hand-picked at \$5.50 to \$5.75. Beans at the present time are very scarce, and the demand for the same for use of the soldiers remains very strong. American houses have been inquiring for supplies, presumably for use of the army in

Mexico should events come to a head and war result. There is a big demand from this quarter. Canadian bean canners, on the other hand, have had large orders for the export trade. The acreage for the present crop is not as large as last year, but there is a possibility that the yield may be as large if weather conditions are favorable. There is quite a range in prices as follows:

Beans, choice primes, bush.....	4 50	4 70
Beans, hand-picked, bushel	5 00	
Peas, blue, bushel	3 50	3 60
Split, lb.	5 00	

CANNED GOODS.—The market is very strong. The outlook for the new pack is stated to be rather serious. Corn in some instances has been washed out of the ground twice, and farmers will hardly plant a third crop. This condition, however, is not general. There is a great demand for all kinds of canned goods. Factories are expected to be cleaned out of their stocks before the new pack comes in, which is somewhat different from other years. Weather conditions have not been favorable until within the past week, and future prices on the whole are likely to be high.

Manitoba Markets

Winnipeg, July 6.—With the warm weather now here, we can expect an advance in sugar if the prophecies of those who know come true. It has been stated right along that as soon as the weather improved, there would be a buying movement of refined for summer requirements.

A very significant development, though lacking in importance on account of small demand, is the remarkable advance in the price of white beans. For some time it has been almost impossible to secure supplies from Ontario, Japan, or Ashcroft, B.C., and the only remaining source, except perhaps California, was Michigan. Whether it was because of the mobilization of U.S. troops or not, it is difficult to say, but quotations in Michigan white beans have jumped a dollar per bushel in the past two weeks. Winnipeg jobbers are pretty well supplied at old quotations, although none is said to have sufficient to last out until new crop comes in next September. A large Winnipeg department store is said to be in the most favorable situation, having seen this advance coming, and bought heavily. It looks as though the retail trade will be paying rather high for beans during the latter part of August.

SUGAR.—The market is practically lifeless locally. There is a certain demand all the time, but merely hand to mouth. Much uncertainty exists as to what is going to happen to the sugar

market, which no doubt accounts for the quietness.

Sugar, Eastern—		in sacks.
	Per cwt.	
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (109-lb. case)	9 75	
Montreal yellow, bags	8 40	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 75	
Halves, 90 lbs., per cwt.	8 85	
Bales, 20 lbs., per cwt.	8 85	
Powdered, 50s	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 40	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 90	
Cut loaf, 25s	9 95	
Sugar, British Columbia—		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	9 95	
Yellow, in bags	8 40	

SYRUPS.—No change in corn or cane syrup. Molasses prices are firm, and difficulty securing supplies.

Corn Syrup—		
2s, per case 2 doz.	2 88	
1s, per case 1 doz.	3 23	
10s, per case, ½ doz.	3 11	
20s, per case ½ doz.	3 12	
½ barrels, by the lb.	4 65	
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case	4 05	
5-lb. tins, 1 doz. to case, per case	4 75	
10-lb. tins, ½ doz. to case, per case	4 45	
20-lb. tins, 3 tins to case, per case	4 35	
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)		
Molasses—		Per gal.
Barbadoes, ½ bbls., per gal.	0 65	
New Orleans	0 28	
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.		

DRIED FRUITS.—The market in New York on currants has jumped 2c in the past ten days. This is attributed to shortage in Greece where there are said to be practically no currants left of a quality suitable to ship to Canada. The only currants left in Greece are rain damaged, and are being sold to France for the manufacture of wine. The prune market is firm and advancing in California for both spots and futures. Peaches and apricots are still firm. Evaporated apples remain at their low level, although the primary market is said to have a firmer undertone due to stocks getting cleaned up.

DRIED VEGETABLES.—The market on white beans continues to go higher. Michigan beans are said to have advanced one dollar per bushel in a very short time, and growers there are asking as high as \$4.25-4.30 f.o.b. Michigan. It is believed here that the United States government must have been in the market when troops were mobilized following the Mexican trouble. The market on split peas is firmer, and prospects are for an advance. Whole peas are unchanged, but a little firmer. The market on Lima beans is firmer too, the primary market being up ¾c per lb., due to heavy consumption on Limas on account of the high price of white beans.

Beans—		
White beans, hand-picked, bushel	4 75	
White beans, 5-lb. pickers, bushel	4 30	
California Lima Beans—		
80-lb. sacks	0 07½	
Barley—		
Pot, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 30	
Peas—		

Split peas, stock, 98 lbs.	5 50
Whole peas, bushel	3 30

RICE AND TAPIOCA.—There is no feature to the rice market. Tapioca and sago, which have been on the downward grade for the past two weeks, are now firming up again for some reason or other. Brokers unable to state the reason last week end.

SPICES.—While there has been a slight easing off during the past few weeks on pepper, there has been a firming up since of about ½c over last quotations. Gingers are going to be scarce and higher, as the Japanese crop is very poor. Pickling spices show a big advance, due to scarcity of a number of lines entering into its composition.

TEAS.—There is no easing off in the market, although there are reports of lower prices before long on account of good crop prospects in Ceylon and India. Inquiries show that most Winnipeg houses are well off as regards stocks, many of them buying when the market was right.

BRITISH COLUMBIA MARKETS

By Wire

Produce and Provisions—		
Butter, creamery, per lb.	0 53	0 34
Butter, New Zealand, lb.	0 40	0 40
Cheese, per lb., large, 2lc; twins	0 21½	0 21½
Cheese, Stilton, lb.	0 23	0 23
Eggs, local, fresh	0 34	0 34
Lard, 3s, per case	8 55	8 55
Lard, 5s, per case	8 45	8 45
Lard, 10s, case	8 40	8 40
Lard, 20s, each	10 90	10 90
Hams, mild	0 22	0 22
Hams, picnic	0 14½	0 14½
Bacon, light	0 24½	0 24½
General—		
Almonds, shelled, lb.	0 42½	0 42½
Cream of tartar, lb.	0 50	0 50
Cornmeal, bbl	3 00	3 00
Flour, best patent, per bbl.	7 70	7 70
Grapfruit, Florida, case	6 00	6 00
Lemons, box	5 00	5 00
Potatoes, Ashcroft, per ton	20 00	30 00
Potatoes, local, ton	15 00	16 00
Potatoes, new	0 02½	0 02½
Potatoes, sweet	0 12	0 12
Rollod oats, bbl of 80 lbs.	2 80	2 80
Onions, Oregon, cwt.	1 50	1 50
Oranges, new, navel, box	3 50	4 25
Rice, 50s, sack	1 30	1 30
Sugar, standard gran., per cwt.	8 90	8 90
Walnuts, shelled, lb.	0 45	0 45
Walnuts, Manchurian, lb.	0 14	0 16
Canned Goods—		
Apples, gals., 6-case	1 62	1 62
Beans, 2s	2 10	2 10
Corn, standard, per 2 doz. case	2 15	2 15
Peas, standard, per 2 doz. case	2 10	2 10
Plums, Lombard, 2s, case	1 90	1 90
Peaches, 2s, case	4 00	4 00
Strawberries and raspberries, 2s, case	4 50	4 50
Salmon—		
Sockeye, 1s, 4 doz. case	9 00	9 00
Sockeye, ½s, 8 doz. case	10 75	10 75
Trunks, 1s, 4 doz. case	4 00	4 00
Dried Fruits—		
Apricots, per lb., 1lc; Apples, lb.	0 12	0 12
Prunes, 70-80, 25s, lb.	0 08	0 08
Currents, per lb.	0 12	0 12
Raisins, seeded, lb.	0 06½	0 06½
Peaches, per lb.	0 06½	0 06½
White figs, per lb.	0 07½	0 07½

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, July 5.—Business is brisk; weather conditions of past week were chiefly good showers in this territory. Cheese is quoted as low as 19½c. California evaporated fruit market remains steady; very little business is done in futures. Evaporated apples show a slight decline. Produce is coming in more freely. Potatoes, 40c; sago and tapioca, 9c.

General—		
Beans, small white Japan, lb.	0 08	0 08
Flour, No. 1 patent, 98s	3 40	3 55
Molasses, extra fancy, gal.	0 67	0 67

Rollod oats, bbl	3 00
Rollod oats, 80s	2 60
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	9 35
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 19½
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 22
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 24
Lard, pure, 3s, per case	10 35
Eggs, new laid, per doz.	0 22
Eggs, case	7 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 10
Tomatoes, gals., case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	9 65
Salmon, pink, talls, 48x1s, per case	4 25
Lobster, ½s, per doz.	3 00
Dried Fruits—	
Currents, lb.	0 13½
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07½
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07½
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, July 5.—Eggs are a little lower principally owing to warm weather. Number ones are worth eight dollars. Bacon bellies are down half a cent. Lard is not likely to be cheaper before August or September. Evaporated peaches are firm here owing to reports of higher prices in California. Small white beans are growing scarcer all the time and big advances may be looked for.

General—		
Beans, small white Japan, lb.	0 08½	0 08½
Flour, No. 1 patent, 98s	3 40	3 55
Molasses, extra fancy, gal.	0 75	0 75
Rollod oats, bbl	3 00	3 00
Rollod oats, 80s	3 05	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	0 10	0 10
Sugar, pure cane, granulated, cwt.	9 25	9 25
Shelled walnuts, finest halves, lb.	0 49	0 49
Shelled walnuts, broken, lb.	0 30	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19½	0 21
Butter, creamery, lb.	0 30	0 30
Butter, No. 1, dairy, lb.	0 25	0 25
Lard, pure, 5s, per case	10 30	10 30
Bacon, smoked backs, per lb.	0 23½	0 23½
Bacon, smoked bellies, per lb.	0 25½	0 25½
Lard, pure, 3s, per case	10 51	10 51
Eggs, new laid	9 00	9 00
Eggs, No. 1	8 00	8 00
Canned Goods—		
Tomatoes, 3s, standard, case	3 70	3 70
Corn, 2s, standard, case	2 35	2 35
Peas, 2s, standard, case	2 45	2 45
Tomatoes, gals., case	2 35	2 35
Apples, gals., Ontario, case	1 75	1 75
Strawberries, 2s, Ontario, case	4 90	4 90
Raspberries, 2s, Ontario, case	4 50	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	10 00	10 00
Salmon, pink, talls, 48x1s, per case	4 50	4 50
Lobster, ½s, per doz.	3 00	3 00
Dried Fruits—		
Currents, lb.	0 15	0 15
Evaporated apples, 50s, per lb.	0 10	0 10½
Peaches, choice, 25s, per lb.	0 07½	0 07½
Apricots, choice, 25s, per lb.	0 17½	0 17½
Pears, choice, 25s, per lb.	0 14	0 14
Prunes, 90-100	0 08	0 08½
Sultana raisins, Cal., extra fancy	0 15	0 15
Manchurian shelled walnuts	0 30	0 30
Fresh Fruits and Vegetables—		
Oranges, Val., box	4 25	5 00
Lemons, box		5 50

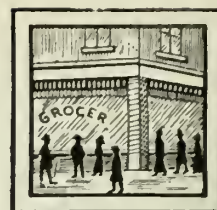
NEW BRUNSWICK MARKETS

By Wire

St. John, July 5.—Trade conditions throughout the province are generally satisfactory. Merchants miss considerable trade supplying soldiers who have now gone to Val Cartier markets are steady. There are practically no changes. Corned beef (ones) worth \$2.50-\$3.60, while beans are off at \$4.00.



FRUIT AND VEGETABLES



Strawberries Down: New Potatoes Lower

Onions Continue to be Scarce—Strawberries Are of Very Fine Quality—California Pears Are Arriving—Oxheart Cherries Selling—Cabbage and Cauliflower of Superfine Quality.

MONTREAL

FRUIT.—Unfavorable weather continues to curtail demand, but to a lesser degree, and some improvement in volume of business is noted with declines more frequent as fruit begins to arrive in greater quantity and with further declines expected in deciduous fruits. Canteloupes are down to from \$3.50 to \$4 per crate; California pears are arriving and sell for from \$5.50 to \$6.25 per box, and Montreal strawberries are offered at 8c per box, and are replacing other and more expensive lines on market; peaches are down and are offered at from \$2.50 to \$3 per crate, and pineapples are slightly firmer in consequence of their gradual disappearance from market. Watermelons are arriving at 50c each. Oranges, lemons and bananas are unchanged and firm.

Apricots, 4 basket crate	3 00
Bananas, bunches	2 50
Cantaloupes, per crate	3 50
Cherries	2 50
Grapefruit, 46-54-64-80-96	7 00
Lemons—	
California	3 25
Verdellis	5 00
Messina, 300 size, box	4 50
Oranges—	
Valencias, late	4 75
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-288	2 50
Plums, 4 basket crate	2 50
Peaches	3 00
Pears, Calif., per box	5 50
Pineapples, 18-24 and 20-36	2 50
Strawberries, Maryland, box	0 13
Strawberries, Delaware, box	0 13
Strawberries, per box	0 08
Limes, per box	1 25
Watermelons, each	0 50

VEGETABLES.—All the changes that occurred during the week were in nature of further declines in consequence of increase in supplies from local sources. Tomatoes are down 25c, and are now \$1.15; potatoes \$1.25 per bbl., and now \$4.25; new beets 25c, and now 75c per doz. bunches; wax and green beans \$1 25, and now \$4.25; cabbage 50c, and now \$3.50 per bbl. Beets and beans are very plentiful, and of extra good quality, and potatoes and tomatoes are equally plentiful. Shalots and Montreal head lettuce are out of market, and new arrivals are Montreal cabbage, celery and cucumbers at 75c per doz.

Beets, bag	2 00
Beets, new, per doz. bchs., Montreal	0 75
Beans, wax, N.Y., per basket	1 25
Beans, green, N.Y., per basket	1 25
Cabbage, Norfolk, bbl.	3 50

Cabbage, Montreal, per doz.	0 75
Carrots, bag	1 00
Carrots, new, per doz. bchs.	0 30
Cauliflower, Montreal	1 50
Celery, green top	2 75
Celery, per doz.	0 75
Celery, Wash, per doz.	1 40
Cucumbers, hamper	2 25
Cucumbers, Montreal, per doz.	0 75
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 10
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 75
Only lettuce, doz.	0 25
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00
Onions—	
Egyptian, 100 lbs., bag	4 50
Silver, per 50 lb. crate	2 75
Red, per 100 lb. sack	5 00
Texas Bermuda, per crate	2 25
Parsnip, bag	1 00
Parsley, Bermuda	0 75
Parsley, new, doz.	0 75
Parsley, Montreal, per doz.	0 40
Peas, per 25-lb. hamper	3 00
Potatoes—	
So. Carolina	4 25
New, per bbl.	4 25
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	1 90
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, Montreal, box	0 50
Turnips, bag	1 00
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25
Tomatoes, Missouri, flat	1 15
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

TORONTO

FRUIT.—Strawberries are coming in so far in limited quantities only, and this is working toward keeping the price up, to a certain extent. Price is all the way from 7 to 12 cents a box, according to the day you buy—and whether there are lots in or few—and also as to quality. Cherries are arriving now, though none too freely. Ox hearts are now on the market, and selling rapidly. Californian stuff does not get the call now that domestic cherries are coming in. First yellow St. John peaches have got in from California, and these are of rare quality. General quality of coast stuff is higher. Watermelons continue to come in freely. Demand is not very heavy as yet. Gooseberries are still a slow sale, though moderate in price. A half box of pears, extra good quality for the season, is worth \$2.25 to \$2.50.

Apples, Wine Saps	2 50
Apricots, 4 bus.	1 75
Bananas, bunch	1 75
Cantaloupes, stds.	5 00
Cherries, Cal., box	2 75
Cherries, Can., 6-qt. bask.	0 60
Cherries, Oxheart	0 75
Dates lb. box	0 60
Gooseberries, 6-qt. basket	0 25
Grapefruit—	

Cuban, case	4 00
Florida, case	5 50
Grapes, Cal., case	3 75
Oranges—	
Late Valencias, case	4 50
Peaches, case	1 00
Pears, 1/2 boxes	2 25
Plums, 4 baskets	1 75
Lemons, Verdelli, case	4 50
Limes, per 100	2 50
Pineapples, Cuban	3 50
Strawberries, Can.	0 07
Watermelons	0 60

VEGETABLES.—There are dozens of changes in price of vegetables this week, and the trade should study the table carefully. Prices change overnight these days. New potatoes have again declined and sell freely at \$4.50 to \$4.75. Onions are very scarce still and bring \$3 per 50 lb. box. Canadian hothouse cucumbers are of choice quality. So is Canadian cabbage, both showing declines in price this week. No 1 hothouse tomatoes are worth 15c a pound and sell rapidly. Green peas are now coming in quite freely, going to the trade for around 65 to 90c 11-qt. basket. General trade is healthy and deliveries of produce are as heavy as demand is eager.

Asparagus, 11 qts.	1 00
Cabbage, new, case	2 50
Cabbage, Canada(case.	3 75
Beets, doz. bunches	0 40
Beans, green	2 00
Carrots, new	0 50
Cauliflower, case	4 00
Celery, Canadian, case	1 25
Cucumbers	
Hothouse, doz.	2 50
Leamington, doz.	1 00
Onions—	
Texas, Bermuda, crate	2 75
Green, doz. bunches	0 20
Lettuce, leaf, doz.	0 15
Lettuce, head, doz.	0 40
Mushrooms, imported, 6-qt.	2 00
Mint, 6 qt. bask.	0 40
Parsley, 11 qt., basket	0 15
Peas, green, Canadian, basket	0 69
Peppers, green, basket	0 60
Potatoes—	
N. B. Delaware, bag	2 00
Ontario, bag	1 80
New, barrel	4 50
Radishes, doz.	0 12 1/2
Rhubarb, doz.	0 20
Spinach, hamper	0 75
Tomatoes, lb.	6 15

WINNIPEG

FRUIT AND VEGETABLES—Grapefruit is a little firmer, and is reported as high as \$6 per case. Strawberries are somewhat cheaper this week, and can be bought for \$4, 24 pints. Washington box apples can be bought anywhere from \$2.50 to \$3.25. Florida pineapples, which are among the big sellers just now, are offered at \$4. Plums can be bought

(Continued on page 37.)



FISH AND OYSTERS



Firmer Feeling in Eastern Salmon

American Buying is a Factor; Also Catches are Tailing Off Somewhat—Whitefish Now Much More Plentiful—New York Competition is Eliminated—Lobster Will be Firmer, It is Rumored.

MONTREAL

FISH.—Volume of business passing continues to be good as result of increased consumption that has become feature of fish market, and to which advancing costs of meats and wider publicity to fish lines has added. Large quantities of Gaspe salmon have been distributed during the past week at the lower prices that have prevailed lately, but the market has firmed up owing to the large amounts that have been absorbed by the American market for the 4th of July. There is an easier feeling in halibut lines as a result of a marked improvement in fishing conditions, and mackerel after having been present in large quantities for a few days are beginning to show signs of shortage with a consequent firming of the line. A similar tendency is apparent in lobsters locally, although on the other hand at fishing points considerable alarm is felt at the recent embargo placed on lobsters by the French Government, and which threatens seriously to jeopardize the entire industry. Lake fish with the exception of the white fish are still scarce. Smoked, salt and pickled lines are showing signs of a revival and outlook for future is much improved. Clams and bulk and shell oysters are quiet and without feature of interest to report.

TORONTO

FISH.—It is said here that we shall see a scarcity of eastern salmon. Catches are not so good now. Prices this week are unchanged, but they have taken on a firmer feeling, and an advance is regarded as not unlikely. Besides American demand for this line is said to be considerable at the moment, and competition, coming at a time when catches are not so good, reacts in favor of higher levels. Cod, halibut and haddock show little change. Supplies are ample; lots are coming forward; demand shows no change, but is uniformly good. Mackerel is also plentiful at the minute. Lobster is firmer on this market. This is somewhat difficult to understand, in view of the embargo placed by the French Gov-

ernment. There is a hopeful feeling in this market that that embargo will be lifted. Were it not removed it should after some little time, mean lobster at considerably reduced levels, of course. Lake trout is now plentiful enough. So is whitefish, which for some time was eagerly sought for by New York buyers. Stocks are now coming, however, from the Upper Lakes, and American buying is not now, therefore, a serious factor. Business is uniformly heavy. Meats are high in price, and fish is peculiarly well adapted to the needs of the summer menu.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured .....	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb. ....	.09	.10½
Haddies, fillets, per lb. ....	.12	.10
Herring, Ciscos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box .....	.15	.15
Smoked herrings, medium, box .....	.16	.15
Smoked boneless herrings, 10-lb. box	1.20	1.40
Kipper herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb. ....	.16	.15-17
Smoked halibut .....	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb. ....	.13	.13
Red, steel heads, per lb. ....	.12	.13
Red, sockeyes, per lb. ....	.12	.12
Red Cohoes, dressed, lb. ....	.11	.11
Red Cohoes, dressed, lb. ....	.12	.11
Pale qualla, dressed, per lb. ....	.10	.11
Halibut, white western, large and medium, per lb. ....	.14	.13
Halibut, eastern, chicken, per lb. ....	.12	.12
Mackerel, bloater, per lb. ....	.10-12	.10
Haddock, medium and large, lb. ....	.05	.10
Market codfish, per lb. ....	.04	.08
Steak codfish, per lb. ....	.06	.10
Canadian soles, per lb. ....	.06	.08
Blue fish, per lb. ....	.15-16	.18
Smelts, extras .....	.12	.13
Smelts, .....	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike .....	.08	...
Grass pike, dressed .....	.09	...

DRIED AND PREPARED FISH.

	6 00	6 00
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	8 00	8 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes.	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

	1 70	1 75
Standard, solid meats, gal.	1 70	2 75
Standard, bulk, gal.	2 00	2 25
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 25	3 50
Best scallops, imp. gallon	2 25	2 50
Best prawns, imp. gallon	2 00	2 50
Best shrimps, imp. gallon	0 40	0 40
Sealed, best, pt. cans, each	0 50	0 75
Sealed, best, select, quart cans, each.	1 50	1 50
Rockaways, 100	1 00	1 00
Blue points, small	1 00	1 00
Blue points, large	1 60	1 60

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	6 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, per lb.	0 20	0 40
Little necks, per 100	1 25	1 50
Large clams, per 100	2 00	2 00

FRESH SEA FISH

	Montreal	Toronto
Halibut	14	14
Haddock, fancy, express, lb.	5	6
Mackerel, medium, each	20	40
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	16	20
Salmon, Gaspe	12	14

FRESH LAKE FISH

Carp, lb.	0 07	....
Pike, lb.	0 08	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 12	0 14
Lake Erie whitefish .....	...	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 13	0 14
Eels, lb.	0 08	0 08
Dore	0 14	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb. ....	.09-.09½	.09-10
Whitefish, small tulibees .....	.07-.07½	.06
Lake trout, large and medium, lb. ....	.10	.10
Dore, dress or round, lb. ....	.08½-.09	.09-13
Pike, dressed and headless, lb. ....	.07-.07½	.07
Pike, round, per lb. ....	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY—Supplies are coming in better this week than heretofore and quite equal to the demand. This, however, has no effect on prices which remain as last week—salmon 16c, halibut 11c, white fish 9½c, trout 12c. The trade have almost forgotten what poultry looks like, supplies having been so scarce the last few months. Fowl are not coming in at all well, and good supplies of poultry are not expected until the middle of next month, when broilers should be arriving freely.

Fish—	
Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 08
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 12
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12
Flounders, per box	0 10
Salt mackerel, 20-lb. kit	3 00
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 15
Broilers	0 25

W. J. Duffin, Grocer, London, Ont., was a delegate to the Methodist Conference at Kingston, recently.



FLOUR AND CEREALS



Flour Export Trade Stronger

Ocean Freight Rates Are Less and This Seems at Last to be Weighing—A Little Business in Winter Wheat Flour Passing—Cereals Mostly Dull—Minor Changes in Feeds in Toronto Market

MONTREAL

FLOUR.—Prices remain unchanged as do other general features of the market except for a slight strengthening of the wheat market which remains, however, in a weak condition, although certain steadying influences are at work so that no definite conclusion can be reached as to the outcome. Further development of export trade as result of decreased ocean rates continues to be strongest support of market and one local mill is reported to have secured a 150,000 bag contract.

Winter wheat lines remain quiet and unchanged with but little business passing and at nominal prices only as buyers are in a position to dictate terms and do so to the extent of the few sales made. Stocks of wheat in country are reported low, but it is stated that there are 100,000 bags on hand here.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90
Car	Small
Winter Wheat Flour—	lots
Fancy patents	5 85
90 per cent. in wood	5 60
90 per cent. in bags	2 70

CEREALS.—Prices and other chief factors remain unchanged and steady with local demand quiet and maintenance of market depending chiefly on a fairly active export trade and tendency on the whole toward a lower range of prices if anything.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	4 00
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 35
Rye flour, bag	2 65
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Prices in general remain unchanged, although as result of operation of conflicting influences there is a lack of uniformity in the general tendency to greater weakness and a lack of price maintenance characterizes the market. Wet weather has created renewed interest in middlings which are said to be a trifle stronger; other lines remain weak.

Mill Feeds—	Per ton
Bran	21 00
Shorts	21 00
Middlings	26 00
Wheat moulee	30 00
Feed flour, bag	31 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—There is no change in prices of flour, either Ontario or Manitobas. There is, however, a firmer feeling in the wheat market, evidenced by a three-cent rise in the value of No. 1 Northern, track bay ports, now quoted at \$1.25. Last week it was only \$1.18. Flour itself is looking up somewhat so far as export account is concerned; doubtless lower ocean freight rates have played their part towards this end. One local exporter of flour received an order for 2,000 bags of spring wheat flour for old country account, the first in some weeks. Former sales were made with freights on the ocean at 80c to \$1. He paid only 45c. Asked prices over the cable were ignored. While official prices of winter wheat flour are from \$4.05 to \$4.15 seaboard, one dealer got an offer of flour at \$3.90 in bags, seaboard. There seems to be indubitably a stronger feeling evidencing itself, and the slackness noticeable recently is disappearing. Yet not even tempting levels and tempting ocean freight rates are coralling the business one would look for.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 15	4 05

CEREALS.—There is an easier feeling evident in all lines, and little business is stirring. This is not, of course, cereals' season. Nobody is buying much. Rolled oats show some activity from an export point of view; otherwise even they are somewhat quiet, not to say dull.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.	4 50	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 50	2 50
Graham flour, 98 lbs.	2 75	2 75
Hominy, granulated, 98 lbs.	3 30	3 30
Oatmeal, standard, 98 lbs.	2 75	2 75
Oatmeal, granulated, 98 lbs.	2 75	2 75
Peas, Canadian, boiling, bush.	3 60	3 60
Peas, split, 98 lbs.	4 85	4 85

Rolled oats, 90-lb. bags	2 65
Rolled wheat, 100-lb. bags	3 25
Rye flour, 98 lbs.	2 80
Whole wheat flour, 98 lbs.	3 00
Wheatlets, 98 lbs.	3 30

FEEDS.—Bran, which has been offering at either \$20 or \$21, according to the conscience of the one who offered, pretty well, has firmed up a trifle and now goes to the trade at \$21. There is also a little stronger feeling in middlings which are flat at \$26. Business generally, however, is nothing to write home about, and all lines are only doing a hand to mouth business.

Mill Feeds—	Mixed cars
Bran	21 00
Shorts	21 00
Special middlings	26 00
Feed flour, per bag	1 55
Oats—	
No. 3, Ontario, outside points	0 49

WINNIPEG

FLOUR AND CEREALS.—First patents continue at \$6.60. Domestic flour business shows signs of a little more activity, and millers are hoping that this will mean a revival of business during July and August. Most of the milling companies close their business year at the end of August, and are anxious to see stocks reduced by that time. Export flour business remains quiet, largely owing to the fact that heavy stocks of both flour and wheat are being carried by Great Britain.

Cereals are still quiet, with very little hope of revival for some time.

The feed market is also quiet, but there is every indication of a demand in the East, especially as the continued wet weather is doing considerable damage, even to the hay crop. In the meantime, prices on bran have eased off, but the tendency is up on shorts and middlings, as these will be required by farmers to replace pasturage.

Flour—		
Best patents	6 60	
Bakers	6 10	
Clears	5 10	
XXXX	4 40	
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 75
Cornmeal, 98 lbs.		2 45
Feeds—		
Bran, ton	17 00	
Shorts, ton	18 00	20 00
Middlings, ton	18 00	20 00
Mixed chop, ton		30 00



A Snappy Summer Seller

The extreme lightness, genuine wholesomeness and unequalled digestive qualities of

Tillson's "Scotch" Health Bran

make it an ideal hot weather selling line.

Your customers already know of it through our Country-Wide Advertising Campaign. It but remains for you to meet the demand thus created by featuring this all-Canadian Product.

A good window display of Tillson "Scotch" Health Bran is always productive of quick, profit-making sales. Our *Free Window Display* will be a splendid help towards the big business this popular line produces. *Write for one to-day and keep the good profits that Tillson's Scotch Health Bran will give you.*

Canadian Cereal & Flour Mills Co., Ltd.
TORONTO, ONT.

Possibilities of Cheese Prices

London Market Has Had Heavy and Unusual Break in Prices—It is Thought, However, That Bull Influences Are Many—Labor Shortage and Reduced Herds Are Factors—The Importance to Canada of London's Demand.

THE uncertain position of cheese in the market continues to exercise the trade at large and no one professes to see daylight ahead. The situation is replete with possibilities either way. Two events occurred almost simultaneously a few weeks ago to undermine the late firmness of the market: the weakening of the London demand and the break in local butter prices during the past week. It was not expected that prices would continue to advance from the recent high level, nor even be maintained after the new make was on the market, but such a sudden setback was quite unexpected, and it is difficult to account for, unless it be owing to extreme nervousness on the part of the whole trade for fear of experiencing a repetition of last year's losses.

What London Thinks

It is not generally thought in London that prices will go down to the extent they did last year. Even though British and Canadian supplies are maintained the United States supplies show signs of falling off and consuming demand is excellent and likely to remain so with the advancing costs of other foods of equal nutritive value. It is obvious that army requirements must continue to be very large so long as the war lasts. Stocks of New Zealand cheese, which have been held back waiting for freight room, are now coming forward and will arrive during the next three months. At present stocks of Canadian, New Zealand and States cheese are very low, not only at the principal ports, but in the hands of the wholesale trade, and buyers are holding off till the last moment in anticipation of a continued drop in prices. Short selling of Canadian Junes for July and August shipment has become very general, and the short interest is being carried almost entirely by wholesale houses in England. Montreal operators have fought shy of joining in, feeling that when Government buying starts out there it will be impossible to regulate prices to suit individual speculative interests.

The heavy rains lately have resulted in excellent pasturage, and also a good flow of milk; still dairying is not in a healthy condition, owing to labor shortage and the reduced size of herds. Rennet shortage threatens the very existence of cheese-making. Russia has placed an embargo on Siberian butter thus accelerating British demand for the Canadian article, which fact will no doubt react upon the cheese market here.

All these are strong influences for an upward movement. The present feeling, however, is decidedly uneasy. In the main the future state of the market depends, as one large importer said, on the state of the export market: "If England buys heavily you'll see cheese go away up. If she stays out of the market, the bottom will drop out of it."

Letters to the Editor

The letter which follows deals with a point of interest to all grocers. Many have settled for themselves the all-important question of "Cash or Credit?" "Enquirer" has not done so fully. He purposes conducting a cash business. We shall be glad of letters from grocers who can help by experience and suggestion.

—Editor.

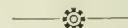
Editor, Canadian Grocer.—We run a credit business in a farming district in a good locality and we want to make it a cash business.

There are two other stores in the village who use the same terms of credit as we do: that is extending credit to different parties for terms ranging from one month to two years in some cases.

One of these store keepers is a price cutter and we carry on our business as though he was not there at all. The other man and ourselves try to get along getting the same prices for goods and paying the same prices for produce taken in from the farmers. We told this man about our plan which is this. We intend starting it January 1, 1917 and intend to sell our goods on a lower margin of profit and sell for cash only. If a farmer should want goods for some time we will be prepared to let him have money on his note: Then he can pay cash. We would like to do away with our account book altogether saving us a lot of work and a lot of worry, our reasons for selling cheaper. We understand and know quite well that the credit system should not be what it is as we are being crowded more and more all the time by the wholesale houses into a cash business with them. Why should we have to pay cash for our goods and sell them on credit to people who can afford to pay cash as well as anybody—Well-to-do farmers in one of the best sections of Ontario?

We also intend writing our customers two letters regarding our plan. One about a month or six weeks before January first; the other about a week before. As we have said we told the other merchant about our plan but he would be in favor of keeping our present prices and offering a discount for cash.

We would like to have your opinion on these two different plans and we would also like to hear from other merchants through Canadian Grocer.



CATALOGUES AND BOOKLETS

"The Proper Care of Perishable Food Products," is a 24-page booklet, issued by The G. McLean Company, of Winnipeg, wholesale grocers. It is sent to the retail trade because the Canadian public is becoming a more discriminating public every day. The wide-spread publicity brought about by the passage and enforcement of the Pure Food Laws, has contributed, to create an insistent demand for clean, sanitary and wholesome foods.

Practically every kind of perishable food-stuff is referred to and terse and full directions given as to proper care of them.

SERVICE DEPARTMENT

The Canadian Grocer.

Dear Sirs.—We were advised to bale our waste paper and bought a baler.

Would you kindly give us some addresses where we can dispose of same?

ENGELAND & SONS.

Milverton, Ont.

Editorial Note.—Messrs. Engeland have been sent the names of probable buyers.

* * *

Editor, Canadian Grocer.

Dear Sir.—We are looking for a device that cuts stencils from prepared cardboard, or for some more convenient outfit for marking bags and barrels.

If you can tell us where to procure the above, you will greatly oblige.

IVAN McKNIGHT.

Fredericton, N.B.

Editor's Note.—This information has been sent direct.

What is Canada Doing?

"Hunting poor, miserable grafters from their rat holes! Playing small potato politics while her heroes die in the trenches! Wake up, Canada!"

So writes Agnes C. Laut in an article in the July issue of MacLean's Magazine, under the heading, "Canada's Greatest Service to the Empire." In this article Miss Laut, who is well-known to Canadians as the greatest woman journalist that this country has produced, deals with the problem of world trade after the war and the part that Canada must play in it. She asks

How many commercial attaches has Canada, in the United States, in South America, and Europe?

Big institutions like the National City Bank, the U.S. Steel Corporation, Fords and others now have yearly in training a hundred young college graduates being put through a practical course in banking, foreign exchange, foreign languages, mathematics, commerce, manufactures, to take their places in foreign centres after the war. How many has Canada in training? How many institutions in Canada are doing the same thing? Let me ask a more brutal question. Though Japanese and Chinese commerce are growing every day, though Japanese affairs may at any time become a war issue in Canada, has Canada one single native born Canadian official who speaks Japanese or Chinese? She hadn't when I was in Canada last year.

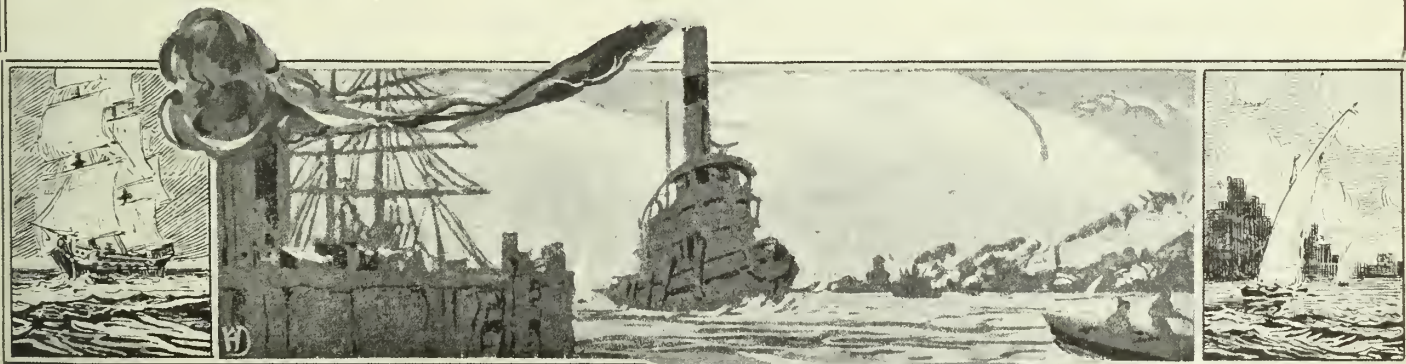
When the war is over, Uncle Sam will have thousands of trained experts to jump into the world's markets.

How many will Canada have?

This article is one that every business man in Canada should read. It has an appeal, a lesson. It is a clarion call to action.

Get a copy from your news dealer, or write to MacLean Publishing Co., 143-153 University Avenue, Toronto. Single copies, 15 cents. Yearly subscription price, \$1.50.

MACLEAN'S MAGAZINE





PRODUCE AND PROVISIONS



Hogs Firmer: Eggs Slightly Higher

New Laid, Apparently Without Rhyme or Reason, are Advancing—Butter is Being Exported, and Firmness Prevails—Cheese Weaker Alike in Domestic and British Markets—Poultry Coming More Freely

MONTREAL

PROVISIONS.—Prices remain unchanged, although general feature of firmness grows more pronounced, particularly in smoked meats, lard and lard compounds and all pork products share this feeling which is accentuated by a very good local business, a scarcity in live hogs and report of highest prices of season in Chicago.

Hams—		
Small, per lb.	0 22	0 21
Medium, per lb.	0 21	0 23½
Large, per lb.		0 22
Bacon—		
Plain, bone in	0 24	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 18	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
Cooked Meats—		
Hams, boiled, per lb.	0 34	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Planks, bone in, not smoked	0 15½	
Barrelled Pork—		
Heavy short cut mess	30 00	
Heavy short cut clear	32 00	
Clear fat backs	33 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. gross	0 17	
Cases, 10 lbs. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Lard, Compound—		
Tierces, 375 lbs. net	0 14½	
Tubs, 50 lbs. net	0 15	
Tins, 50 lbs. net	0 15	
Pails, wood, 20 lbs. net	0 15½	
Pails, tin, 20 lbs. net	0 15½	
Cases, 10-lb. tins, 60 in case	0 16½	
Cases, 3 and 5-lb. tins, 60 in case	0 16	
Bricks, 1 lb. each	0 17	
Hogs—		
Dressed, abattoir killed, cwt.	16 25	

BUTTER.—Prices to trade remain unchanged, but in spite of increased supplies advances occurred at country points and for spot offerings in a wholesale way of from 3½¢ to 7½¢ per lb. Bulk butter in one lb. packages is 31½¢ and solids in 56 lb. cases 31¢ per lb. and whole tendency of market is one of greater firmness with further advances not impossible. Price in country for Eastern Townships butter is from 28¾¢ to 29¢, and in addition varies with distance shipped and resultant freight cost. Export trade has been good and further activity is expected as sales have been made for future shipment so that al-

though receipts are large they are quickly cleaned up and there is no surplus on market.

Butter—

Finest creamery, fresh made	0 31
Dairy prints	0 26
Dairy, solids	0 25
Separator prints	0 26
Bakers	0 23

EGGS.—Market has advanced one cent for No. 1's which are now from 28 to 29¢, and extras 32¢. Country buying prices firmed up during the week so that former top price of 25¢ is now general at stores. Receipts are less than they were a few weeks ago, but are still amply sufficient for all needs and it is thought in some quarters that there is nothing in the situation to warrant higher prices for some time to come but this feeling is not general to the trade. During past week there has been a fairly good export trade, but it is not yet known what amount is available for fall and local dealers report that although considerable inquiry for fall trade has occurred very few sales have passed yet. Quality is not up to standard of a month ago, and dealers are experiencing more loss in general quality.

Eggs, case lots—

No. 1's	0 29	0 29
Extras		0 32

CHEESE.—Prices remain unchanged with country buying prices during week inclined to be erratic and with spot buying active and export less so and with weakness in Liverpool cables. Country prices ranged all the way from 15½¢ to 16¾¢. Production is heavy but export demand continues to absorb the surplus.

Cheese—

1915 make	0 20
Stillton	0 20
1916 make	0 18

POULTRY. Prices and other features of importance remain unchanged from last week with general scarcity and firm prices continuing to be feature of market. Supplies of young stock are coming forward in larger quantity but are still far from sufficient for requirements of the amount and are very small averaging only 3 lb. to the pair.

Poultry—

Frozen Stock—		
Turkeys	0 29	0 31
Ducks	0 27	
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over		0 36

Roasting chickens, ordinary	0 22
Squabs, Canadian, pair	0 50
Squabs, Philadelphia, pair	0 70
Pigeons, pair	0 25 0 30
Fresh Stock, Dressed—	
Fowls, large, per lb.	0 25
Fowls, small, per lb.	0 20
Turkeys, Tom, per lb.	0 27 0 28
Turkeys, Hen, per lb.	0 28 0 30
Broilers, per pair	1 25 1 30
Live Stock—	
Fowl, 5-lb. and vore	0 22 0 23
Fowl, small	0 30 0 21
Turkeys	0 22 0 23
Ducks	0 28 0 30
Ducks, old, per lb.	0 20
Geese	0 13 0 15
Chicken	0 15 0 18

HONEY.—Market remains quiet and unchanged without feature of interest to report and interest centering in prospects for arrival of new crop, inquiries for which are still limited in number.

Honey—

Buckwheat, tins	0 09½
Strained clover, 50-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

MAPLE SYRUP.—Prices remain unchanged as do other features of importance, but are fairly well maintained, although no great activity is evident in market.

Maple Sugar—

In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 90	1 00
In 13½ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS. — The noteworthy change this week occurred in hogs, which are again firmer, and, from all appearances, trending upwards. These are now worth \$11.75 for live, and well over sixteen dollars for dressed. We quote \$16.50 to \$17. There has not been as yet a corresponding increase in meats or lard, though all meats and both pure and compound lard remain very firm on a good buying demand. There is said to be a steady export of hogs going on, chiefly to Britain. Chicago, too, is firm and very high in price.

Hams—

Light, per lb.	0 23½	0 24½
Medium, per lb.	0 23½	0 23½
Large, per lb.	0 21½	0 22½
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoke-l		

Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 18½
Pails, 20 lbs., per lb.	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Liv	11 50	11 75
Dressed, abattoir killed.	16 50	17 00

BUTTER.—Grass is good; weather is fine; production is heavy. All these factors should augur, one would think, lower prices. But the butter market has been complex for a long time now. All surplus must be cleaned up, since a firm tone exists, and dairy solids are actually up a cent on this market. Export proceeds apace. Britain is getting quite a lot of butter now from Canada. This is asserted to be the only reason for high prices. Five or six thousand boxes of butter a week to England seems to count for more than one would judge its worth. Domestic demand is excellent, though off its own bat it could not take care of the make coming.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 29	0 30
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—The market is just a shade easier as indicated by our amended quotations which show prices down about a quarter-cent from last week's levels. The English situation is decidedly easier again, according to cable reports. Demand from thence is slight compared to a few weeks ago. There is nothing new in the home situation; demand is averagely good, and make is fairly heavy, despite some dispute among trade authorities on the point.

Cheese—		
New, large, per lb.	0 18	0 19
New, twins, per lb.	0 18½	0 19½
Sept., large, per lb.	0 22	0 23
Sept., twins, per lb.	0 22½	0 23½
Sept., triplets, per lb.	0 22½	0 23½

EGGS.—New laids are up a full cent this week, and buyers are going the limit apparently. Just why, nobody seems able to say with any amount of confidence. Consumption, it is true, still continues heavy. So far warmer weather has not made any appreciable difference. Export to England is also going on to a fairly large extent. Storing demand has also to be catered to. Nevertheless, receipts are large enough, and the real reason for as high prices as are now obtaining remains a mystery. Country stores are also up a cent this week. Prophets in the trade keep on predicting lower prices. These are as far off now, however, to judge by any available criterions, as they were a couple of months ago.

Eggs—		
New laids, cartons	0 31	0 33
New laids, ex-cartons	6 29	0 31

POULTRY.—There is a fair decrease

this week in the price of old fowl, and our quotations both for live and dressed are down five cents from last week's levels. These are coming in more plentifully, and there is not an over plus of demand at the moment. The same applies to duckling and to chicken. An easier feeling is to be observed in both.

Poultry—		
Live		
Spring broilers (1½ lbs. and over)	0 35-0 40	0 40-0 50
Old fowl, lb.	0 16-0 18	0 20-0 22
Milk-fed	0 17-0 20	0 25-0 26

HONEY.—There is nothing new, either in price or conditions.

Honey—		
Buckwheat, bbls., per lb.	0 07½	0 07½
Buckwheat, tins, per lb.	0 07½	0 08½
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	0 14½
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts of hogs continue heavy. Big supplies are always looked for at this time of year, but there will be a gradual falling off in receipts July and August. Quotations on live hogs have declined to a basis of \$10.50-\$10.75. Quotations on meats and lards are unchanged, however.

Butter is quoted at the following figures: No. 1 fresh made creamery, 30c; No. 2, 29c. There is little change in the market, but with excellent pastures and warmer weather, the make should be very heavy, and there is no reason why present buying basis should not be lower, especially in view of the condition of outside markets. Receipts of dairy butter have been exceptionally good, and there is an improvement shown in the quality over last year. There has been a heavy demand for dairy butter from the East during the past week, probably for export. This demand resulted in a temporary strong undertone, but as such demands are very spasmodic, the buying basis should not be altered; in fact, in view of an accumulation of poor grade creamery in the United States and lower prices, the dairy market should be lower.

Both the quality and quantity of eggs have fallen off perceptibly, but the market is unchanged. No. 1 candled stock selling to the trade at 26c.

The cheese market varies from day to day, but has no marked feature.

Hams—		
Light, per lb.	0 22	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 31	
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	0 35	
Barrelled Pork—		
Mess pork, bbl.	27 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13½	
Tubs, 5s, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery	0 29	

Creamery, No. 2	0 28
Best dairy	0 24
No. 2 dairy	0 21
Cooking	0 16
Eggs—	
New laids	0 26
Cheese—	
Ontario, large	0 20
Ontario, twins	0 20½

FRUIT AND VEGETABLES

(Continued from page —.)

anywhere from \$1.75-\$2.75. Apricots have been coming in from California, and are selling for \$2.25, but the market is now up as high as \$3.50, and supplies are unobtainable even at that figure. Apricots will not be plentiful again until they begin to arrive from Washington next week sometime.

Cabbage is running very high, bringing 5-5½¢ per lb. The supply of cabbage is limited, and almost impossible to get. There will be no local stuff for six weeks or so. New potatoes are a little easier, being offered at 4½¢. Practically no new lines came in last week; the big sellers were tomatoes, strawberries and pineapples. Oranges are moving well, and there is every indication that the market will go higher very soon.

Fresh Fruits—		
Bananas, lb.	0 04½	
Cherries, 10 pt. box	3 00	
Cherries, 24 pt. box	5 00	
Cantaloupes, crate	7 00	
Grapefruit, case	6 00	
Strawberries, Hood River, case 24 qts.	4 00	
Washington box apples	2 50	
Valencia oranges, case	4 00	
California lemons	6 50	
Florida pineapples, case	4 00	
Plums, crate	1 75	
Peaches, crate	1 75	
Apricots, crate	2 25	
Watermelons	8 50	
Vegetables—		
Asparagus, Minnesota, doz.	1 25	
Cabbage, new, lb.	0 05	0 05½
Peppers, per basket	0 75	
Mushrooms	0 90	
Carrots, per lb.	0 03½	
New potatoes, lb.	0 04½	
B.C. potatoes	0 30	
Alberta potatoes	0 25	
Garlic, per lb.	4 00	
California head lettuce, case	6 00	
California onions, sacks	1 50	
Mississippi tomatoes, crate 4 baskets	0 20	
Green peas, lb.	0 20	

INTERESTING THE CLERKS

Goodwins, Ltd., of Montreal, has inaugurated the policy of interesting the clerks in the store's business by educating them in the goods they sell.

Originally tried out in one department the idea is spreading all over the store so that now regular classes are held in which the manager gives lectures that go into the history and antecedents of the goods thus placing within the clerks' grasp a knowledge that enables him or her to intelligently answer the natural queries of the average customer.

In the words of this manager: "The goods that are understood and are appreciated by the salesman are already half sold."

Seandrett Bros., Grocers, London, Ont., have just finished putting in an attractive new front to their store. It has a grey marble base.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional \$5.00 or \$10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND
CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight	
10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots and over Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.
JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Ots., Delhi Epicure	2 40
Ots., Red Seal	1 75
Ots., Lynn Valley	1 75

BAKED BEANS WITH PORK.
Brands—Aylmer, Simcoe, Quaker.
Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case.

CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

SELL 'EM



—and they will
always come
back for more

The DEL MONTE brand is a complete line of superior flavor and quality canned fruits, vegetables and dried fruits—ripened in the glorious sunshine of California and packed by the largest canners of fruits and vegetables in the world.

Winners of the only GRAND PRIZE for canned fruits at both California Expositions.

Del Monte

CANNED FRUITS AND VEGETABLES

PACKED WHERE THEY RIPEN--THE DAY THEY'RE PICKED

CALIFORNIA FRUIT CANNERS ASSOCIATION

SAN FRANCISCO

There's "want more" quality in every drop of MINTO TEA

Any dealer selling Minto will tell you that there is a real, genuine demand for this delicious Ceylon Product—genuine because every pound sold is sold on its merits. There is no puffed-up demand from expensive consumer advertising. We do not advertise Minto in this way, preferring to put the sum of money into each package ($\frac{1}{2}$ and 1 lb.) that it would cost to advertise it to the consumer. And right there is a good selling point for you, Mr. Dealer —

money and quality in every package

The margin of profit on Minto makes it well worth your while to push it. Send to-day for a trial order.

MINTO BROS.

284 Church Street

Toronto



Are
YOU
Selling
"STOP-ON?"

—the aptly named shoe polishes that give a brilliant permanent shine, a shine unaffected by rain, frost or snow. There's a "Stop-On" polish for every shoe—black, tan, ox-blood, nut brown, and white. They are particularly adapted for Western conditions. Every "Stop-On" shoe polish gives positive satisfaction. A little display will start "bigger than usual" profits coming your way.

Order a supply now.

Strang Brothers
WINNIPEG



This Raisin is Making Business

Our sensational, nation-wide educational campaign in Saturday Evening Post full pages, Ladies' Home Journal colored pages, and newspapers, is creating a lively demand for Sun-Maid Raisins with people who seldom bought raisins before. This campaign is putting new life into a department of the grocery business. Raisins have never before been advertised like this.



SUN-MAID Raisins

Sun-Maid Raisins are the best raisins that can be grown. They are the pick of 8,000 California vineyards—deep-juiced, full flavored grapes, sun-cured in the vineyards, and sent fresh throughout the country in pound cartons.

Three Varieties

Sun-Maid Raisins come in three varieties: Seedless (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seedless).

Your Jobber Can Supply You
CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers
FRESNO, CALIFORNIA

(247)

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
ICINGS for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans.	\$6 95
Reindeer Brand, each 48 cans.	6 70
Silver Cow, each 48 cans.	6 15
Gold Seal, Purity, each 48 cans.	6 00
Mayflower Brand, each 48 cans.	6 00
Challenge, Clover Brand, each 48 cans.	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans.	4 60
Jersey Brand, Hotel, each 24 cans.	4 60
Peerless Brand, Hotel, each 24 cans.	4 60
St. Charles Brand, Tall, each 48 cans.	4 70
Jersey Brand, Tall, each 48 cans.	4 70
Peerless Brand, Tall, each 48 cans.	4 70
St. Charles Brand, Family, each 48 cans.	4 10
Jersey Brand, Family, each 48 cans.	4 10
Peerless Brand, Family, each 48 cans.	4 10
St. Charles Brand, small, each 48 cans.	2 00
Jersey Brand, small, each 48 cans.	2 00
Peerless Brand, small, each 48 cans.	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans.	\$4 80
Reindeer Brand, "Small," each 48 cans.	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each \$10.	7 50
Gallons, each, retail each \$18.	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$21.00; 14s, \$43.00.	
Roast Beef, ½s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Bolled Beef, 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Jellied Veals, ¼s, \$1.75; 1s, \$3.00; 2s, \$4.50; 6s, \$21.00.	
Corned Beef Hash, ½s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ½s, \$1.75; 1s, \$3.00; 2s, \$5.40.	

WAGSTAFFES'

New Season's Strawberry Jam 1916

now ready for
delivery

~~~~~

This Strawberry Jam  
of Wagstaffes' is  
always de luxe.

~~~~~



*Mr. Grocer, order from
your wholesaler.*

WAGSTAFFE LIMITED

HAMILTON, CANADA



"Brunswick Brand" Again, Please"

That's what your customer will say after having once tasted the delicious, wholesome sea foods put up by us in our up-to-the-minute and ideally located plant at Black's Harbor, N.B.

Their quality and popularity are such as to guarantee you a steady and continuous growth of repeat business from the time you start to display them in your store.

Now is an ideal time to begin a better business in your fish department. A stock of Brunswick Brand will make an effective display, resulting in a quick, profitable turnover.

Have you a supply on hand?

Connors Bros., Limited
BLACK'S HARBOR, N.B.



Cambridge Sausage, 1s, \$3.00; 2s, \$5.00.
Pigs' Feet, 1s,; 2s, \$4.25.
Boneless Pigs' Feet, ½s, \$1.50; 1s, \$2.50.
Lambs' Tongues, ½s, \$1.90.
Sliced Smoked Beef, tins, ½s, \$1.70; 1s, \$2.65; 4s, \$13.50.
Sliced Smoked Beef, glass, ¼s, \$1.20; ½s, \$1.90; 1s, \$2.75.
Tongue, Ham and Veal Pate, ½s, \$1.45.
Ham and Veal, ½s, \$1.20.
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.45.
Ox Tongues, tins, ½s, \$3.00; 1s, \$5.50; 1½s, \$7.50; 2s, \$10.50.
Ox Tongues, Glass, 1½s, \$10.50; 2s, \$13.00.
Mincedmeat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4, 4s, \$5.50; 5s, \$7.
In Pails, 25 lbs., 10¼c lb.
In 50 lb. Tubs, 10¼c.
In 85 lb. Tubs, 10c.
In Glass, 1s, \$2.25.
Plum Pudding, 1s, \$2.30; 2s, \$3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
Pork and Beans, Plain Talls, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60. Individuals, 55c doz.
Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60; Individuals, 60c doz.
Pork and Beans, Chilli, 1s, 75c; 2s, tall, \$1.15; 3s, flat, \$1.60; Individuals, 60c doz.
Tomato Sauce, 95c doz.; plain, 95c doz.
Pork and Beans, 1½, Chilli Sauce, 95c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.20.
Clark's Chateau Chicken Soup, \$1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.
Spaghettl with Tomato and Cheese, ½s, 95c; 1s, \$1.30 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO.,
LIMITED.

PRICE LIST ON BOAR'S HEAD
LARD COMPOUND TO
RETAILERS.

Tierces 0 14¼
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 20 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ½c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agences
BASIN DE VICHY WATERS,
L'Admirable, 50 btles, 1ltre, cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles, cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE
AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 38
Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., ¼-lb. \$ 1 60
D. S. F., ½-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., ¼-lb. 0 90
Per jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval 1lb. ltho. dredge.
dredge. 2½ oz. Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90
Arrowroot, 4 oz. tins, 85c 0 90
Cayenne 0 45
Celery salt 0 90
Celery pepper 0 45
Cinnamon 0 45
" whole, 5c. pkgs., window front, 45c 0 90
Cloves 0 45
Cloves, whole, 5c. pkgs., window front, 45c 0 90
Curry powder 0 45
Ginger 0 45
Nutmeg 1 25
Nutmegs 0 45
Nutmegs, whole, 5c pkgs., window front, 45c 0 90
Paprika 0 45
Pepper, black 0 45
Pepper, white 0 50
Pastry spice 0 45
Pickling spice, window front, 90c 4
Dozens to case... 4
Shipping weight per case 10 lbs. 15 lbs.

New Potatoes

More plentiful
Extra Fine Quality

Prices lower. No waste
Almost as cheap as

Old Potatoes

Order a few Barrels
with your next Order.

The House of Quality

HUGH WALKER & SON

GUELPH :: ONTARIO

CALIFORNIA

Bartlett Pears

are now arriving, also full assortment of

Plums and Peaches

Just the thing for the summer tourist
traffic and the 12th July.

Cantaloupes

Tomatoes

Watermelons

Local Fruits and Vegetables
in abundance.

WHITE & CO., LIMITED

TORONTO

Wholesale Fruits, Vegetables and Fish

That Novelty in

MAPLEINE

FLAVORING

not found in any other
flavor. Has more uses
than other flavors—used
for Ice Cream, in Cakes,
in Icings, in Candies,
etc.

Your Customers will
be pleased

ORDER FROM :

Frederick E. Robson & Co.
25 Front St. E.
Toronto, Ont.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.



KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

Fruits

Bananas

Lemons

Oranges

and also

All Early
Vegetables

Lemon Bros.

OWEN SOUND, ONT.

LEMONS

Looks like any brand
will sell this summer,
but the man who
orders ahead and gets

"St. Nicholas"

will be infinitely better
served.

J. J. McCabe

Agent
TORONTO

FRUIT BULLETIN

MR. GROCER—

Cherries will be ready July 10th, get busy. Insist on this label—it is your only guarantee of Quality and an honest pack. Co-operate with the farmers who are game to back their products and advertise them for you. Raspberries are coming next.



For further information write this paper.

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

MR. CLERK YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of clerks throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.

Dept. C.G. 143-153 University Ave.

Toronto

Canada

INDEX TO ADVERTISERS

A

Anglo-B.C. Packing Co. 9

B

Baker, Walter, & Co., Ltd. 6
Balfour-Smye & Co. 14
Benedict, F. L. 6
Betts & Co. 5
Borden Milk Co. 3
Bowman & Co., Geo. 6
Bowser Co., S. F. 12
Bradstreets 10

C

California Associated Raisin
Co. 40
Cal. Fruit Cannery Assn. 39
Canadian Cereal & Flour
Mills Co. 33
Canadian Salt Co. 9
Cane, Wm., & Sons Co., Ltd. 48
Catelli, C. H., Co. 1
Chaput, Fils & Cie 47
Chase & Sanborn

Inside Front Cover

Church & Dwight 8
Clark, Ltd., W. 7
Cochran, J. N. 10
Codville Co. .. Inside Front Cover
Concord Canning Co. 4
Connors Bros. 42
Crescent Mfg. Co. 45

D

Dominion Cannery .. Back Cover

E

Eckardt, H. P., & Co. 43
Estabrooks Co., Ltd., T. H. 15
Eureka Refrigerator Co. 15

F

Fairbank Co., N. K. 16
Fearman, F. W., & Co. 44
Freeman Co., W. A. 12
Furnivall-New 11

G

Guelph Soap Co. 8

H

Hamilton Cotton Co. 11
Hargreaves (Canada), Ltd. .. 9
Hillock, John, & Co. 12
Hobart Mfg. Co. 15
Hygienic Products Co. 38

I

Imperial Extract Co. 4
Imperial Rice Milling Co. 8
Imperial Tobacco Co. Front Cover

J

Jenkins & Hardy 6
Jennings, A. E. 12

L

Lambe & Co., W. G. A. 10
Lemon Bros. 45
Lightcap, O. F. 10

M

MacKenzie & Morris 10
MacLure & Langley 10
MacNab, T. A., & Co. 10
Magor, Son & Co. 16
Malcolm Condensing Co. 4
Mann, Laurie Co. 10
Mathieu Co., J. L. 44
McCabe, J. J. 45
McCaskey Systems 35
McVitie & Price, Ltd. 8
Millman, W. H., Sons 10
Minto Bros. 39
Moore, J. D., Co. 35

N

National Cash Register Co. 13
National Licorice Co. 48
Niagara Peninsula Publicity
Association 11

O

Oakey & Sons, John 6

P

Patrick & Co., W. G. 19
Pennock, H. P., Co., Ltd. 10
Perry Co., The H. L. 10

R

Red Rose Tea Co. 15
Rock City Tobacco Co.

Inside Back Cover

S

Sloane Co., J. C. 14
Smith & Son, E. D. 2
Smith & Proctor 14
St. Lawrence Sugar Refineries 11
Star Egg Carrier & Tray Mfg.
Co. 10-14
Stevens-Hepner Co., Ltd. 9
Strang Bros. 40

T

Thomas & Co., Wm. 10
Toronto Salt Works 6
Toronto Butchers' Supply Co.,
Ltd. 6
Trent Mfg. Co. 6

V

Varty, W. Geo. 6

W

Wagstaffes, Limited 41
Walker, Hugh, & Son 45
Watson & Truesdale 10
Webb, Harry 10
Webster & Co., W. R. 5
Wethey's, J. H. 48
White & Co. 15
Whittemore Bros., Corp.
Inside Back Cover
Woods & Co., Walter 48

Japan Teas—1916 Crop

MAY PICKINGS

We have now received into store a shipment of our famous

"OWL CHOP" Brands

JAPAN TEAS

of the very finest qualities.

Known all over Canada for their uniform quality and splendid flavor.

This Shipment Includes:

"OWL CHOP," Extra

"OWL CHOP," A1

"OWL CHOP," Nos. 1, 2 and 3

"BEAVER," A1

"BEAVER," No. 2

Prices will be the same as last year, although there is quite an increase in the rate of freight.

LET US SEND YOU SAMPLES WITH OUR PRICES.

"PRIMUS" BRAND

Canned Vegetables and Fruits

All goods under this brand have proven to be of the very finest and standard qualities. This year again we will be in a position to deliver PRIMUS BRAND Canned Fruits and Vegetables of the 1916 pack, comprising fine assortment of

VEGETABLES:—Tomatoes, Corn, Peas and Beans.

FRUITS:—Strawberries, Raspberries, Cherries, Peaches, Pears. Etc.

Packed in the usual standard sizes: 2's, 2½'s and 3's.

Full delivery, as usual, for those who have placed their orders with us.

SPOT GOODS

REPORTS:—There have been several reports of a short crop in vegetables, but for your guidance we know that stocks held in certain canners' hands for PEAS are surely 100,000 cases, and about the same quantity of CORN, there being, however, quite low stocks of TOMATOES.

The trade in general may have no fear; this year again they will be able to get all they want.

WE HAVE A FAIRLY WELL ASSORTED STOCK ON HAND.
PRICES ARE STILL REASONABLE.

All inquiries welcome

L. CHAPUT, FILS & CIE, LIMITEE

Wholesale Grocers and Importers, 2, 4, 6, 8, 12 and 15 DeBresoles St., MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.



How many women customers come into your store daily?

Now, just think, if you had a little display of the

New All-Canadian All-Wooden Washboards

(retailing at 20c) in your store, what a number of profitable and easy sales would result.

The prevailing prices of zinc and aluminum have put those materials out of the question for washboard purposes.

The "New All-Canadian" fills the want thus created, and for all-round serviceability and wearing qualities it equals the zinc or aluminum line.

The "New All-Canadian" will be the washboard of the future. Try the selling merits of a trial order.

**WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.**

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

**NATIONAL LICORICE COMPANY
MONTREAL**

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

Why You Should Feature

KING GEORGE'S NAVY

The "Chewey Texture"

That the public recognize in "King George's Navy" a chewing tobacco far above the average may be judged from the fact that its sales are constantly increasing. The "Chewey" texture of this popular tobacco wins the approval of lovers of the "weed" everywhere.

A little display case of "King George" on your sales counter will help to secure you a share of the big demand for this high grade chewing tobacco. "King George's Navy" is a splendid foundation on which to build a worth-while tobacco business.

Why not begin to-day?



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retail 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retail 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retail 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retail 10c.

Ask Your
Jobber's Salesman For *Whittemore's Shoe Polishes*

A TIP

For Mr. Grocer

Sugar is high priced, as you know. Housewives will not put down much jam this year on account of high priced sugar. Buy your Jam stocks now, before the fall rush, when prices are liable to be higher. Fresh Aylmer Brand Strawberry Jam now ready.

A Word to the Wise is sufficient.

Dominion Canners, Limited
HAMILTON - - CANADA

In This Issue — General Delivery System Explained

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 14th, 1916

No. 28

RICE



The demand for this popular staple food is worth catering to at any time, but particularly so just now owing to the increased prices of other foodstuffs. There is scarcely another product which offers your customers so much real food value for the money.

Help reduce the cost of living for the housewife by suggesting Rice—the economical and nutritious food that is becoming more popular daily.

"Mount Royal Mills" brands are always in stock.

Mount Royal Milling & Mfg. Company

D. W. Ross Coy., Agents, Montreal

There Is No Quiet Season For **O-Cedar** Polish (MADE IN CANADA)

O-Cedar Polish has a large, steady sale all the year round. It is used in thousands of households every day in the year. Furniture, floors and woodwork must be kept clean and bright, and O-Cedar Polish is recognized as the polish that will do it best, easiest and quickest.



Order from your Jobber.

Keep your shelves well stocked. Our advertising will sell it for you if you will display it and thereby let your customers know you have it.

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

A Milling Standard

Uniformity in flour is demanded by the housewife. **PURITY** is milled to the highest standard in Canada. This means uniformity—satisfaction—economy of use—increased trade.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

The Purity that wins trade



Made in Canada

Borden's restrictions, Borden's sanitation measures, Borden's inspection, have given to Borden Milk Products a Purity that ensures their general use and continued popularity.

Our aggressive consumer advertising has made Borden Milk Products known in every corner of the land. And wherever displayed they have demonstrated their unusual selling value in no uncertain way—every first purchase being invariably followed by others and the dealer's profits increased accordingly.

Prove to your own satisfaction what dependable sellers these Borden lines really are. Send to-day for a small trial order and put them to the test. Results will completely satisfy you.

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.



Wagstaffes' Jams produce the smile of satisfaction

And Wagstaffe quality pulls the repeat business that means larger profits and better customer-satisfaction.

Wagstaffe's Jams have that delicious pure fruit quality which gives that strength of flavor found only in fresh, ripe fruit, processed in the original Wagstaffe (old English) way, with the added modern improvements.

Prepared in Copper Kettles, Boiled in Silver Pans, and always packed in Gold-lined Pails and Glass.

Boost for Canada by boosting Canada's leading jams—Wagstaffes'.

Wagstaffe, Limited
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



EDITORIAL CANADIAN GROCER

ISSUE OF JULY 7, 1916.



A HEAVY FINE—\$50.00

AN Ontario grocer has been fined \$50 including costs for selling cream of tartar which was not in accordance with the Government standard.

As Canadian Grocer has so frequently pointed out in the past, every merchant should make it a permanent practice to know absolutely, what he is buying at all times. It is possible that this merchant was not aware he was buying an adulterated cream of tartar. The only way to make sure is to demand a Government warranty from the firm that makes the sale. This protects him against being fined later on should the article not come up to the standard.

Canadian Grocer again urges every dealer to **KNOW** his goods. If he is not fully acquainted with the house from whom he purchases and their reputation, then he should demand the Government warranty. This is the only protection against the retailer's reputation. The law, whether right or wrong, makes him liable as the vendor of the goods.

Further information will be given to new or old subscribers on request.—Canadian Grocer.

Send for catalogue and price list.

Why not pay a little more for WHITE SWAN and get a Government Warranty?

This form of protection accompanies every WHITE SWAN SALE.

**WHITE SWAN SPICES & CEREALS
LIMITED**

TORONTO

::

::

CANADA

A display of Malcolm Milk Products will net you many extra dollars of profit

For business-building, profit-making qualities you cannot beat the five Made-in-Canada lines here shown.

Keep them well to the front in window and counter displays and note results in your cash register. Steady sales are always the rule with the Malcolm lines—their appetizing, nutritious qualities recommend them to everybody, even the most particular.

Order from the following list:

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.75
Banner Condensed Milk, 4 doz. in case	5.75
Princess Condensed Milk, 4 doz. in case	4.75



Send for a 5-case lot. We will pay freight up to 50c per 100 lbs. in Ontario, Quebec or Maritime Provinces.

Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

ENO'S "FRUIT SALT"

Nature's Purifier

EVERYONE is at times subjected to the necessity of breathing bad air, either in stores, on the street cars or elsewhere. And, when one considers that it takes but two and a half minutes for every drop of blood in the body to become affected by this bad air, the importance of a safe and effective purifying agent is apparent.

Eno's "Fruit Salt" may be safely taken at any time by young or old, for the prevention of disease and the preservation of health by one of Nature's own laws.

Order a bottle TO-DAY from your dealer.

Prepared only by

J. C. ENO, Ltd., "Fruit Salt"
Works, London, England

Agents for Canada: Harold F. Ritchie & Co., Limited, 10 McCaul St., Toronto.



Reach the Best Consumers

through our extensive desire-creating advertising

The readers of Canada's dailies have read about the world famous Eno's "Fruit Salt." A large percentage of them have the desire to try this health producing, body invigorating preparation this Summer—Are you going to link up your efforts with ours and reap the benefit of this advertising?

Your benefit does not stop with the profitable sale of the first packages, but extends itself to subsequent repeat sales as well as incidental sales of your other goods brought to the attention of Eno's "Fruit Salt" customers.

Now is your best time to push this preparation.

Order from your wholesaler to-day.

J. C. Eno, Ltd., "Fruit Salt" Works, London, Eng.

Agents for Canada: Harold F. Ritchie & Co., Ltd.,

10-14 McCaul Street, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Canned Profits

“Canada First” Milk represents Canada’s Best Milk—see Bulletin 305, Page 5, Table II for Comparisons.



Can be whipped just like fresh cream for immediate use.

(Chill before whipping.)

Best in Quality for the Public.

Best in Profits for the Dealer.

Get behind this Canadian made and owned product.

The Picnic Season is coming.

Be prepared.

Aylmer Condensed Milk Company, Ltd.

Aylmer, Ontario

--- STORE SALES HELP ---
 --- AYLMER CONDENSED MILK CO. ---
 --- AYLMER, ONTARIO ---
 Please send me Free Dealer Helps.
 Name
 Address

TEA

Advices from Japan indicate that this Season's production will consist mainly of low-grade goods, and that high grades have been manufactured in very moderate quantity—therefore, buy your fine teas now, when the selection is at its best. At the present time, we have on hand a particularly choice selection of Early First Crop New Season's Teas and prices are right.

John Duncan & Co., Limited

Established 1866

MONTREAL

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

We'll Prove It

GIVE us a chance to prove to *you* that you can make money by working our plan. Hundreds of men and women in Canada are making splendid salaries by working for us a few hours each day. Why not learn all about it?

If your regular position isn't producing enough money to take care of a few added luxuries—our plan will fit in splendidly, giving you as *much* extra money as your spare time will allow for. The more time you devote to the plan the more money you can make. To learn all about it—drop us a *Post Card*,—back to you by return mail will come full particulars. This will not obligate you in any way. Simply say, "Send me full particulars of your money-making plan."

Name.....

Address.....

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's  Best

Pork and Beans

Plain Chili Tomato Sauce

Our message to you this week, Mr. Grocer, is not a new one; we cannot do better than emphasize the old.

WE GIVE YOU THE QUALITY
YOUR CUSTOMERS APPRECIATE THIS
YOU KNOW WHAT SELLS

**BUY GOODS
MADE IN CANADA**



But
Buy Them
on
Their Merits



PUT YOUR STOCK IN SHAPE NOW

W. CLARK, LIMITED, - - MONTREAL

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00
per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



The best value in Rice being
offered on Canadian
markets today.

**Century
SALT**

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.



When you sell

HEINZ

57

VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.

Warehouse:—Toronto

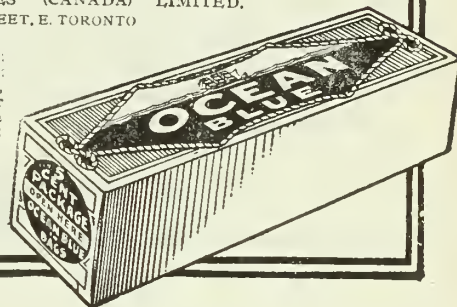
It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba:
O. F. Lightcap,
Winnipeg. For
British Columbia
and Yukon:
Creeden &
Avery, Rooms 5
and 6, Jones
Block, 407 Hastings
Street,
West, Vancouver



Why You Should Feature

KING GEORGE'S

NAVY

It retains its moisture

And that's one big selling point about King George's Navy—it does not dry up or become the least bit "stringy," but retains its moisture and its superior flavor right down to the last chew.

If you are not already devoting some floor space to the sale of tobacco, learn what real profits are to be obtained by featuring well-known brands. Begin with King George's—known everywhere as the finest chewing tobacco obtainable.

A small stock will convince you of its unusual selling value.

Order it to-day.



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

You will sell Tartan Brand Jelly Powders quickly and easily because

Tartan Brand quality and purity will make a telling appeal to your most hard-to-please customer. Particularly is this true of TARTAN BRAND JELLY POWDERS—their quality and purity are such that steady repeat business may be looked forward to after the first purchase. Introduce Tartan Brand to your customers. They will appreciate your regard for their interests. Tartan quality will win their increased confidence and bring you bigger business. The majority of "quality" grocers handle TARTAN BRAND JELLY POWDERS. Are you one of them?

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

NOTICE TO GROCERS

Next week will be the big Raspberry week. Insist on the fruit with this label. It is your only guarantee of honest quality. Back up the fruit growers who are game enough to guarantee and advertise their products in your interests. Black Currants are at their best.

Also Montmorency Cherries. See your customers to-day. Display the show cards you will receive by mail.

For further information
write this paper.



A condensed ad. in
this paper will bring
results from all parts
of Canada : : : :



Every Home Needs KEATINGS

To have Keatings is to sell Keatings. It is the universal insecticide—fatal to every form of insect life, but harmless to human or animal life:

Flies	Ants	Bugs
Fleas	Wasps	Roaches
Mosquitoes	Beetles	Moths

No insect can live once it comes into proper contact with Keatings, and as even the most tidy home cannot escape the unwelcome visit of some member of the bug family, so the careful housewife will keep a tin of Keatings constantly on hand for immediate use.

Established 1788

Sole Agents for Canada.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul St., Toronto

*The fine tonic and
digestive qualities of*

Queen Quality Universal Sauce

make it a decided favorite with particular people. That's why dealers find it such a dependable seller—its superior piquancy and zesty relish win new friends everywhere.

Stock *Queen Quality Universal Fruit Sauce* for better summer selling.

Ask for quotations.

Taylor & Pringle Co., Limited
OWEN SOUND, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

N.C.R.

The Modern System That Safeguards Your Profits

The National Cash Register does more than merely provide you with a safe cash drawer. Every transaction — cash sales, credit sales, payments made or received on account, change given — each and every transaction is permanently recorded for you.

It tells which of your clerks made the transaction; the date on which he made it; the amount and the kind of transaction. Moreover, it does this automatically—the time, otherwise wasted in writing out such a record, you save with a National Cash Register.

Each of your customers who pays cash over your counter receives a printed, unchangeable receipt. Again no time is wasted in writing this receipt—you save the friction often caused by asking customers to pay bills twice over.

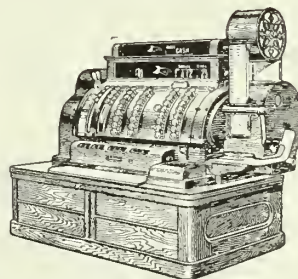
It forces you and your clerks to make a permanent record each time credit is given. You no longer forget to charge customers for goods purchased. A National Cash Register pays for itself in the saving it thus makes.

At any time you can make an inventory of the business of your store—count the sales made on any day, the number of customers served by each of your clerks, the amount of the sales made by each clerk.

The National Cash Register acts as a strict bookkeeper for you—prompt, willing, untiring, and—infallible.

The National Cash Register Co., of Canada, Ltd.

Toronto - - - - - Ontario



Please
send me
information
about your long
line of 1916
models.

Name

Address

The National Cash Register
Company of Canada, Limited
Toronto, Ontario

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited

Manufacturers Agents

Grocers, Confectioners
and Drug Specialties

12 FRONT STREET EAST TORONTO

W. H. Millman & Sons

Wholesale Grocery Brokers

Special lines to offer in
different grades of teas.

Write or wire us if in
the market.

SALESMEN WANTED

Experienced Salesmen to sell Star Egg Carriers and Trays to Grocers. Line gives satisfaction. Nothing can take its place. Good salesmen make money. Previous experience selling other grocery store equipment will be useful. Permanent, year-round employment. Apply

STAR EGG CARRIER & TRAY
MFG. CO.

1114 Jay St., Rochester, N.Y.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.

Write or phone.

If you want the market on NEW BRUNSWICK POTATOES Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street

WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

British firm having a large connection
among best buyers in Great Britain in-
vites correspondence and offers from

Shippers and Packers of
Pork, Frozen and other
Meats, Dairy Produce,
Canned Goods, etc.

CIF, FOB, and landed terms.
Advances against consignments.
References exchanged.

WM. THOMAS & CO.

General Provision Commission Merchants
and Brokers

29 Tooley Street, London, Eng.

Telegraphic and Cable Address:—Prodaios. Tooley
London, A.B.C. Code, 5th Edition.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:

Edmund Littler,
169 William St., Montreal, P.Q.

W. Geo. Varty,
29 Melinda St., Toronto, Ont.

W. G. Kyle,
261 Stanley St., Winnipeg, Man.

E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.



Nourishing Summer Food that appeals to every housewife

With the coming of the hot summer days the housewife is naturally on the lookout for appetizing foods that are easy to prepare thus giving her more time for the cool out-of-doors.

Just suggest

BRUNSWICK BRAND SEA FOODS

and see how eagerly she takes to it. The very thing to give her nourishing meals without the bother and fuss of tedious preparation.

The large variety you can offer her makes it easy to plan delightful dishes for almost every meal or occasion.

Are you selling Brunswick Brand? Select your requirements and order to-day.

Connors Bros.,
Limited
Black's Harbor, N.B.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring in for much more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON. CANADA

You incur no obligation

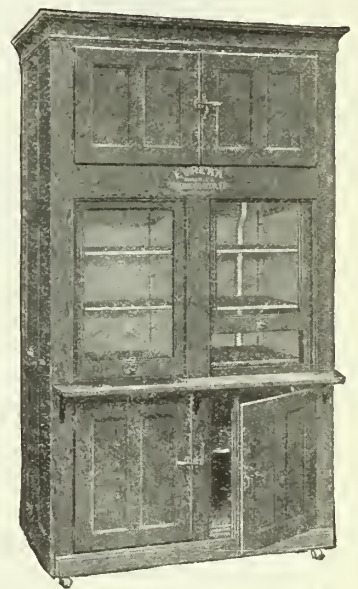
by sending us a request for particulars, but will profit by the details we will give you about the refrigerator with thirty years' reputation—the

EUREKA

The grocer whose store is fitted with an efficient refrigerator system such as the EUREKA embodies, invites a better class of trade and more of it on account of the better condition in which perishable goods are kept.

There is no wastage or loss through spoilage with the EUREKA, and the goods are displayed so advantageously that quick, easy sales are the rule.

Sit down now and send us a postcard for illustrated Eureka Catalogue. We have just the right model to suit your requirements.



REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company
LIMITED
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Barley and Robinson's "Patent" Groats

Quality dealers everywhere sell Robinson's "Patent" Groats and Robinson's "Patent" Barley. Why?

They know from experience that a Robinson display is the ice-breaker of bigger, better sales, and that every package sold means a satisfied customer and repeat orders.

Are you selling Robinson's?

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



Knox Gelatine No. 1 Helps Sell Knox Gelatine No. 3

You can easily make new sales to old customers if you will speak about our No. 3 Acidulated Gelatine to women who have been buying our No. 1 Sparkling Gelatine, because, the No. 3 package contains an envelope of lemon flavor which saves customers the bother of using lemons.

KNOX GELATINE is the biggest selling gelatine in the United States and Canada. You can easily make it the biggest selling gelatine in your store and you make a splendid profit on it, so the extra effort will be well repaid.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX CO., INC., JOHNSTOWN, N.Y.

Branch Factory:—Montreal, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, JULY 14, 1916

No. 28

Deliveries Now More Economical

Formation of Association Which Agreed to Give All Goods to One Delivery Man for Distribution—Deliveries Made Twice a Day, Methodically and Efficiently — Many Towns Have Adopted System—Brought About by War Conditions in Some Instances.

Written from interview with Peter McGaw, Kincardine, Ont.

"WE are members of the General Delivery Association of this town, and we find it has meant a big saving to us in the matter of delivery charges," said Peter McGaw to a representative of Canadian Grocer. Mr. McGaw was warm in his praise of the system as it has worked out in Kincardine, Ont. He is a grocer in that town, and is the proprietor of P. McGaw's Grocery. According to the arrangement among the merchants of the town, the delivery is all given to one man, who contracts to make deliveries for all stores in an impartial way twice a day. On Saturdays there are three deliveries. Also on days preceding holidays there are three deliveries. It has been possible for the merchants to get their goods delivered in an efficient way at about the cost of a delivery clerk's wages. In this way the cost of a horse and rig and their upkeep is eliminated. In telling of the situation, Mr. McGaw said:

"This General Delivery Association has worked out very satisfactorily. All the grocers, with one exception, have an agreement with a delivery man, and agree to give him all their goods to deliver. The man who does the work has a large delivery rig of the double-deck variety that is sufficiently large to carry all goods from the various grocery stores on the one trip. Calls are made at the stores at 9 o'clock, and the delivery is made between 9 and 10 o'clock in the forenoon. In the afternoon the calls are made at 4 o'clock, and the goods are in the hands of customers between 4 and 5 o'clock.

"On Saturday of each week there is an extra delivery and also on days preceding holidays, when deliveries are made between 8 and 9 o'clock in the evening on these days. The last deliv-

ery is complete by 9 o'clock in the evening. We are pleased with the system, and find that it has been efficient. All deliveries for all the merchants are made uniformly and at stated hours.

Used by All Stores.

"Customers have learned to take full advantage of the system and consequently govern their purchases so that they may be able to take advantage of the delivery hours. They understand that deliveries will be made only at certain stated hours and consequently make an effort to see their purchases are made in time to take advantage of them. There is only one grocery store in this town

that does not use this delivery system. This store has an auto delivery but makes deliveries on the same schedule as that of the general delivery.

"We find that it works out to the advantage of the merchant in that it is much cheaper and more economical than the old loose methods of delivery. Under the old system there was a delivery rig for each store. There were probably about two or three delivery wagons going about the same time to the same section of the city. Each store was under the expense of hiring a deliveryman, keeping a horse and rig when perhaps all they would have to send to some of the outlying districts of the city would be a bundle of rhubarb and a can of coal oil. Now this wasteful and expensive duplication of service has been done away with and one man does the work systematically and methodically for all merchants alike.

Customers Better Satisfied

"Furthermore, it has been demonstrated that the work has been done much better than under the old system. The man who has the contract is capable and efficient, and in consequence few mistakes are made. We find there is very little grumbling on the part of customers. Breakages are reduced to the minimum, as the man who contracts to make the deliveries is held responsible for all goods entrusted to his care. The delivery now costs each merchant a sum about equivalent to the wages of a delivery clerk, thus eliminating all the expense connected with the maintenance of a horse and wagon.

"This development is in line with modern organization for the elimination of waste. The old system was a most wasteful one. It was a leak through which department stores have

CONSIDERING IT IN LINDSAY

The Editor of Canadian Grocer

Dear Sir,—I noticed in your paper, some time ago, an article recommending Central Delivery System.

The merchants in Lindsay have been talking of adopting that system, but think we hardly know how to go about it. Would you kindly give us some information as to the course to pursue in adopting this system. You might also let us know, if there are any other towns in Ontario, the size of Lindsay, 8,000 inhabitants, where this system is working.

Any information you can give us in regard to this matter will be thankfully received.

*T. A. FISHER,
Lindsay, Ont.*

been able in many instances to beat out the small retailer. For the department store above everything has an efficient delivery. There is no covering the same ground twice by any of their delivery wagons. And they seldom leave the store without being well loaded down with articles to be taken to their customers. Their routes are all arranged so that there is no duplication of work."

Outcome of War Conditions

There are a number of towns which

have recently adopted this method of delivery and all are equally enthusiastic over the results obtained. In many towns it has been the outcome of war conditions that has necessitated the adoption of this delivery system. Many of the delivery clerks enlisted and merchants found it impossible to get others to fill their places. The development of a general delivery situation was but the outcome of this condition of affairs as soon as some constructive minds got to-

gether in an earnest effort to meet the problem. There has been a tightening of the reins on the part of all business men and this is the way it has manifested itself in this direction.

Editorial Notes.—Among other towns and cities where a general delivery system is in vogue are St. Mary's, Chatham, Simcoe, Guelph, St. Thomas, and Wallaceburg, all being worked on the same principle as described by Mr. McGaw.

FRESH FRUIT IN APPEALING DISPLAY



Wilton and Co., of 1322 Main Street, Winnipeg, have proven the value of fruit displays. Here is a sample.

HERE is a window display of all fresh fruits in season at the time the window was dressed, including oranges, apples, grapefruit, lemons, pineapples, strawberries, bananas and rhubarb. It was dressed by Wilton & Co., 1322 Main Street, Winnipeg. A feature is the simple manner in which it is put together, most of the fruit being contained in original boxes and cases. This allowed sales to be made from the window, the boxes being replaced by others

containing fresher fruit. In this way it was possible to keep the display running without loss.

Wilton & Co. have been running fruit windows almost continuously throughout May and June, and this display policy has been found effective in bringing strangers into the store, resulting in increased sales of other lines. Besides that, fruit windows always result in a bigger fruit turnover.

ELIMINATING THE LOAFER

Canadian Grocer is in receipt of the following letter from a general merchant:—

"What is best to do to get clear of loafers around a country or small village store and not lose their trade?"

"I find in my store that a class from which there is a fairly good trade, comes in evenings to talk and smoke which keeps a number of the better class trade away, namely women. I had a case in mind where a woman came in one evening with some eggs and wanted to purchase two suits of underclothes. The store was full of men at the time who were not just then doing any purchasing, so she went home without the goods. She had to come back again in the morning which was very inconvenient, so I concluded that some go out and buy goods else-

where. This trade I should secure. I would like the view of merchants of good experience who have had this trouble and who have handled it successfully."

Editorial Note.—This has always been an important subject among the general merchants. It is, however, safe to say that during recent years the practice of loafers, as our correspondent designates them, hanging around the country or village store has been greatly lessened. While there can be no hard and fast rule for eliminating the loafer entirely, yet there are some methods which will assist greatly. For instance, there are in some stores chairs and in cases seats as well as boxes upon which these men may rest and smoke and talk about the war and all the women who enter the store. By removing these chairs, boxes, etc., there is no place provided for anyone to sit

down. An occasional seat, of course, might be left along the dress goods counter, where women shoppers may rest. These would not be used by the men. If too, there is room in the store, it is always a good idea to keep the hardware department as far away as possible from the dress goods. The men are usually attracted to the hardware section of the store and if they congregate at all, that is likely to be the place.

Some merchants have provided small separate smoking and lounging rooms for the men while the women are doing the shopping. Such a room may be found of good value with the coming of prohibition, as people from the country districts will be more likely to spend more time around the stores than in the past. If a small apartment like this could be provided for smoking it would undoubtedly attract the men.

Making Bananas a Profitable Line

Buy Large Long Count Bunches—Suggestions For Handling: Cut Hands From Bunches and Display Them—Discrimination in Sales—Equality For the Customer Means Better Profits For You.

Written from special interview with Banana men.

THERE is an idea which seems to be prevailing among a great many grocers to the effect that bananas are a poor and unprofitable line for them to sell. This idea is very general; as one goes up and down talking with the trade the expression is often heard. The fact of the matter is that a good many grocers do not fully understand selling methods for bananas and are probably even more shy of knowledge on how to handle bananas before being sold. In order to help the trade to understand something of the special nature of this fruit, Canadian Grocer has secured expert advice about it.

Buy In Big Counts

Perhaps the first thing for the grocer to remember is that it will pay him to buy his bananas in big counts. Right here the question comes up of the wholesale banana "peddler." A great many grocers buy their bananas from peddlers. Many of these sell the grocers bananas in seven or eight hand counts. That is each of the hands on the big bunch has perhaps seven or eight fingers. The grocer possibly buys this kind of bunch; that is the eight-hand bunch for \$1.50. The actual fruit on this bunch is probably nine or ten dozen, but if the grocer were to pay more, say about \$2 or \$2.25, and insist on getting a large long hand count he would get something like a 10 or 11-hand bunch, that is, each hand would have 10 or 11 bananas. He will pay actually more to the tune of 75c or \$1, but he will be more than that ahead in the fruit. The difference will be something like 70 to 75 bananas.

There is another reason why the grocer should buy large and long count bunches. It is that the smaller ones, the seven or eight-hand bunches, do not have as much fancy fruit on the lower hand as the 11 and 12-hand bunches. In buying large long hand count bunches, not only does the grocer get more fruit for his money, but he gets better so far as quality is concerned.

Now this point of quality is an important one because now-a-days people insist on getting the first-class article. You, reader, as a grocer can probably recount story after story of how you have been unable to dispose of small and possibly bruised bananas. Your patrons all asked for and insisted upon getting large fruit. If this is the case, and it is with the majority, the only way to do is to buy these long and large hand count bunches, thus ensuring large fruit and

SIX BANANA POINTERS

*Buy Large Long-Count Bunches;
Display Hands Cut From Stems;
Make Price According to Quality;
Keep Top Hand Fruit Moving;
Watch Your Tail Ends;
Keep Out of Draughts.*

fruit excellent in quality. So much for buying.

Buy From Right Sources

There should perhaps be one thing more said. That is that the trade would be well-advised if they bought their fruit from recognized wholesalers rather than from the peddler. The great trouble with the latter is that they simply go in for more sales in order that they may get more profit. They charge grocers good prices for these small seven and eight-hand counts, which net them good money but which result in poor money for the retailer. A retailer who studies this point will be able to discern the big count bunches from the small ones; and if he buys from a regular wholesale fruit dealer he will be sure to get the best for his money.

Methods of Handling

As to methods of handling the fruits, grocers should cut the hands from the bunch and display in the window or on their counter turning the inside of the hand out. This probably needs explaining. A hand is a separate cluster of fruit. There are several on one big stalk. Each hand has several fingers, 8, 9, 10, 11 or a dozen. What is meant by the first sentence in this paragraph is that the grocer should cut each of these separate hands from the stalk, and lay them in the window or on the counter rather than have the stalk with all the bananas thereon hanging on a hook from the ceiling. The fruit is delivered to the customer in much better condition. The reason for this is that much bruising results from pulling the fruit direct from the stem. Still another reason is that by detaching the hands separately it is possible to determine just what count a bunch of bananas contains and to arrive at an exact cost basis.

Bananas displayed in this way will look much more effective. The very best bananas when they get to you are bound to be darker on one side than on the other. They will be darker on the side which is uppermost and most exposed to the atmosphere. But if you cut the hands from the long stalk and display them with the underside uppermost, you will then have uppermost the side which has had least exposure and it will consequently be more golden and yellow than the one which has remained exposed to all the operations of packing and hanging before it gets to the store.

Present the Golden Side

Now this latter point is one also worth grasping. Figure that bananas come a long way before they reach your store. They pass through several hands. First of all they are plucked in their location of growth; then they are packed; then shipped; then unpacked, then reshipped to the wholesaler and from him they come to the retailer. All these operations mean a great amount of handling and naturally the outside shows the effect of this by being darker than the inside. Be sure to have the golden yellow side of the bananas displayed uppermost.

Remember at all seasons exposure to draught injures bananas. Draught plays havoc with the bright yellow color that proves so attractive about bananas. That is an additional reason why bananas should be displayed in a store preferably in the window or on a counter rather than outside. They should not be allowed to hang outside. Also, while on the subject of keeping, remember that bananas should be kept warm in winter and cool in summer.

Size and Weight

Perhaps the most important point of all for the retailer to learn is discrimination as to size and weight. The retailer should sort out his fruit, every half-dozen or dozen bananas he sells, according to size. It is obvious that the lower hands on the stalk are worth more than the upper. They are longer and better bananas. When fruit is sold directly from the hanging bunch you have no idea of the count. The first customer is probably served with the very best quality fruit and as you get along you are left with nothing but small and what is known as upper-hand fruit. This is avoided if the suggestion is adopted

that the hands be detached from the bunch and displayed separately. Every grocer knows that often several days after he has got in his bananas, he has a lot of small fruit left. The reason is that he has sold his bananas straight from the stalk and has allowed the customer to insist on getting all long and big fruit. He, however, has paid just as much for the small fruit as the big fruit to a cent. The grocer should therefore endeavor when he sells bananas to each customer to give some large and some small fruit. It equalizes things for the customer and it saves money for the grocer. Grocers have proven by experience that they are often left with a lot of small fruit—this upperhand fruit—and they have to sell it at a reduction. Sort out your sizes then and give some large and some small to every customer.

Another Way

This question of tail-end losses is the

most common cause for unsatisfactory results and criticism on the part of the grocer that bananas are not a good line. Of course they are not a good line if all the good ones go to some people and the small size fruits have to be sold at a discount.

Adopt the method suggested, however, and you will not be in this position again. There is of course one way of handling this question of size of fruits. That is, let the prices vary in accordance with the size of fruit, that is one price for the big bananas and another for the poorer quality. Either of these methods are good: the former is the better. Wholesale prices on bananas fluctuate sharply and while it seems impossible to the dealer at times to make any money unless the retailer materially advances—which he does not seem willing to consider—it is frequently possible to purchase cheaply by increasing buying

power, and in this way make additional profit. This would balance against higher prices and accomplish a satisfactory average profit although great care must be exercised not to overbuy.

This brings us the final point of all, the question of salesmanship. Bananas take just as much selling as any other line. There has to be a selling system. It isn't sufficient that your customers come in and ask you for the goods. Every half-dozen or dozen bananas that a grocer sells when a customer asks for them, he does not really sell. It isn't a sale; it should not be counted as any proof of salesmanship. A strong solicitation, the whole store pushing bananas, and displaying them, and, in short, regular, systematic attention given to the line will result in losses being reduced to a minimum on perishable stuff and profit being quickly and decidedly increased.

Further News on Fruit Crops

Peach Crop Liable to Touch Only Fifty Per Cent.—Scab and Fungous Disease Playing Havoc With Apples—American Apple Crops are Much Smaller Than Usual—Potatoes in New Brunswick are Promising Well

HERE seems to be disagreement as to what sort of a crop of raspberries will be gathered this year. A Petrolea correspondent reports that in Lambton county, raspberries look particularly good, and should realize fruit-
tion to an extent nearly as good as last year. Against this men who have covered the province think that the early damage inflicted by the frost injured canes at the time the sap was moving up, and in a number of cases killed all good prospects. The first raspberries of the season arrived this week, and the quality is excellent. At best, however, though quality is good quantity will not be up to last year.

As to Peaches

With regard to peaches, the outlook is for a lessened crop. New York State has suffered from leaf curl, and will not produce more than 50 per cent. of a crop, which is about one-half of the crop anticipated a few weeks ago. This leaf curl has been very bad in unsprayed and insufficiently sprayed orchards. There is some disparity in peaches again as to crop. One expert says 50 per cent. of last year will be about all. Another puts it at 75 per cent. We incline to the former estimate, which by the by, is the later one.

Cherry Crop Less

Cherries have been only shipped in small quantities, but are of much better quality than last week's receipts, and there is more demand for them now. Six-quart baskets of choice black ones brought \$1 to \$1.25; the 6-quart leno

baskets of the sour variety selling at 55c and 60c on markets this week. Blight has been getting in its bad work on the cherry crop, and will damage it badly from point of view of quantity. Quality is fair to middling. We cannot expect more than 50 per cent. of last year's crop this year, if that. Ox Hearts have so far been excellent in quality.

Apple Crop Poor

The apple crop, is showing up badly on the second drop. Scab and fungous diseases have developed considerably, and this has caused an unusually large drop of the young set apples. It is reported that there will only be fair crop of winter varieties. It will be remembered that we had a small crop last year. This year promises to be about the same, and it is somewhat of a comedown from early anticipations. We shall hardly do more than realize one-third of our early season expectations for apples. The possible exceptions to the poor crop are Astrachans and harvest apples, which are standing up rather better. Dropping of apples, incidentally, has been later this year.

Tomatoes Upset by Storm

Tomato crop was seriously damaged last week by an electric storm at Niagara. Sections round Orillia also suffered.

The potato crop in New Brunswick promises well, but it is a little too early yet to tell what the yield will be. Early high prices enticed the farmers to put in a greater acreage than usual.

Prospects for a large crop of the staple fruits in British Columbia are excellent. Because of frosts the berry and early small fruits crop has not been so good as last year's, but unless unfavorable conditions develop later other fruits will be abundant.

Production of British Columbia fruit this year will be the greatest in the history of the province, due to the fact that the orchards are now practically all bearing full, and in a very short time the whole of the demand for fruit of the three western provinces will be supplied from British Columbia, making importations from the United States unnecessary. As a matter of fact fruit in quantities may actually be shipped from British Columbia to Ontario. Last year fifty ear loads of apricots were shipped from the coast province to Hamilton to be used in canning.

U.S. Crops

It is reported that apple crops in the States are much smaller than usual on account of similar conditions prevailing in the Eastern States as prevailed here. Michigan promises good for early varieties, but the fall and winter crop will not be more than 60 per cent. of the normal.

Georgia has a moderate crop of peaches of high quality. Prices to date have ranged from \$1.50 to \$2.25, but these prices will not likely continue through the season. Growers are feeling quite optimistic, and are expecting to get about \$1.35 per crate, which is about 20c increase over last year's average.

Theft to Keep Mis-Delivered Goods

Paying For Goods With Counterfeit Money or Worthless Cheques is Also Considered Theft
—Third Article in Series on “Criminal Law and Its Application to
Commercial Transactions.”

Prepared for Canadian Grocer by Walter E. Lear

EDITOR'S NOTE.—*This is the third of the series written for CANADIAN GROCER by Mr. Lear bearing on the criminal law and its application to commercial transactions. Instances which are here cited are those of decisions in actual cases which have been decided by the court. The incidents here related have been encountered many times by almost every business man. The article deals with the status of goods sent on approval, failure to pay for goods on delivery, paying for goods with counterfeit money or worthless cheques, goods delivered by mistake and theft by clerks and servants. Merchants will find this article most interesting and its contents most valuable.*

ONE Davenport obtained from a silversmith two cream-ewers, in order that a customer of the silversmith, with whom the prisoner said he lived, might select which he liked best, and absconded with them, but the silversmith did not charge for either of them until he had ascertained which would be chosen. This was held to be theft because the **possession** only, and not the **right of property** had been parted with. See Davenport's case, cited in Arch, C. P. 279.

* * *

And in R. v. Sharpless, 2 E. P. C. 675, a hosier was requested by the prisoner to take a parcel of silk stockings to his lodgings, out of which the prisoner chose six pairs, which were laid on the back of a chair; the prisoner then sent the prosecutor back to his shop for some articles, and while he was absent, absconded with the stockings; the judges held that this amounted to theft, the prisoner having clearly obtained possession of the goods with intent to steal, the prosecutor not meaning to part with his property in them till he should receive his money.

Sect. 31. Payment on Delivery

In Campbell's Case, 11 M. C. C. 179, he induced a tradesman to take goods to a particular place, under pretence that the price would then be paid for them, and afterwards induced him to leave the goods in the care of a third person, from whom the defendant got the goods without paying the price; the tradesman swore that he did not intend to part with the goods until they were paid for, and the jury found that the defendant intended, from the very beginning, to get the goods without paying for them. This was held to be theft.

* * *

In Gilbert's Case, I. M. C. C. 185, Gilbert bargained for goods, for which, by the custom of trade, the price should have been paid before they were taken

away, took them away without paying and without the consent of the owner, not intending to pay for them, but meaning to get them into his own possession, and dispose of them for his own benefit; this was held to be theft.

In Pratt's case, I. M. C. C. 250, Pratt intending to get goods by fraud, had them put into his cart upon the express condition that they should be paid for before they were taken out of it, and then took them out of the cart without paying for them, and converted them to his own use; this was held to be theft.

Sect. 32. Paying for Goods With Counterfeit Money

In R. v. Small, S. C. & P. 46, Small induced a tradesman to send his goods by a servant to a particular place, with change for a crown piece, and on the way met the servant, and giving him a counterfeit crown piece, induced him to part with the goods and change which he had not authority to do without receiving payment; this was held to be theft.

Sect. 33. Paying for Goods With Worthless Cheque

In the case of R. v. Stewart, 1 Cox 174, A. and B. ordered goods of C., who sent them to the house of A. and B. by his (C.'s) servant D., with strict orders not to part with the goods without receiving the price of them. When D. arrived with the goods A. and B. gave him a cheque which they knew was worthless, wherefore D. left the goods. This was held to be theft of the goods.

Had C. himself delivered the goods, or had D. had a general authority to act for C., then it would have been a case of obtaining goods by false pretence, and not theft.

Sect. 34. Goods Delivered in Mistake

A carrier's servant left goods at the house of the defendant by mistake, but without any inducement from the defendant, who afterwards, knowing that they had been left there by mistake and

did not belong to him, converted them to his own use. He was held guilty of theft. See R. v. Little, 10 Cox 559.

Sect. 35. Ring Dropping

Obtaining money on goods by the practice of ring dropping, as it is called, is also theft. In R. v. Patch, 1 Leach 238, the prisoner, in the presence of the prosecutor, picked up a purse in the street, containing a receipt for £147 for a "rich brilliant diamond ring," and also the ring itself; it was then proposed that the ring should be given to the prosecutor, upon his depositing his watch and some money as a security that he would return the ring as soon as his proportion of the value of it should be paid to him by the defendant; the prosecutor accordingly deposited his watch and money, which were taken away by some of the defendant's confederates; the ring turned out to be of the value of 10s. only, and the watch and money were never returned; it was left to the jury to say whether this was not an artful and preconcerted scheme to get possession of the prosecutor's watch and money; and the jury being of that opinion, convicted the defendant.

Sect. 36. Theft by Clerks and Servants

Clerks and servants have the lawful possession of their employer's property, but the possession or custody only, the legal ownership of the employer being precisely the same with reference to a servant as to a perfect stranger. Hence, if a servant fraudulently appropriate to his own use, or sell, or give away, his master's goods, this is taking, and he is guilty of theft in an aggravated form, for the law says that he who, being in his master's confidence, betrays the trust reposed in him, shall be punished more severely than one who stands in no such relation. A person convicted of this offence is liable under section 359 of the Criminal Code to imprisonment for fourteen years.

CANADIAN GROCER.

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestls, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, JULY 14, 1916

No. 28

SUGAR AND THE EMPIRE

DESPATCHES from London, England, report that William Morris Hughes, the Australian premier, has been conferring with representatives of South Africa, India and the West Indies on the subject of the sugar industry, with regard to its control after the war.

The plan discussed provides for the prohibition of the importation of sugar from countries enemy to Great Britain for five years after the war and that thereafter sugar imported from enemy countries will be subject to a general tariff plus a 50 per cent. surtax, while sugar from neutrals will also be subjected to a surtax wherever neutrals decline to enter into reciprocal tariff arrangements. The scheme will concede to the allies a preference of 12½ per cent. and grant the sugar grown in the British Empire a 50 per cent. preference.

Our chief source of supply is the British West Indies. We grow some sugar in Canada, too. If the plan discussed by Mr. Hughes were to be consummated the Empire would need all her sugar, and the resources of British sugar growing countries—large or small—would be called on to a greater extent than in pre-war days. Mr. Hughes recommends a bonus to stimulate the growth of sugar in Great Britain. It is a good suggestion, and by no means impossible of realization.

EGG CONSUMERS PROTECTED

OF all foodstuffs sold in the grocery store, probably none is so great a deceiver as the egg. Presenting a white and spotless exterior, it can yet—upon further investigation—show putridity and release a miasmatic concentration second in violence to none other. It is like

“a goodly apple, rotten at the heart”

and Shakespeare might well have taken the egg as his sample of hypocrisy.

The Vancouver consumer, however, is to be safeguarded in his or her dealings with eggs. The “Eggs Mark Act” is to be enforced to the letter. An inspector has been appointed who will see that eggs are absolutely fit for human consumption when they are offered by the grocer, the market seller, the Chinese pedlar, or when cooked and passed over the lunch counter. Two of the more important clauses in this Act follow:

“Proprietors of bakeries, confectioneries, hotels, restaurants, cafes, tea-rooms, or any place where Chinese eggs are exposed or offered for sale or use in the preparation of food, or served in meals, shall place a legible sign in letters not less than four inches in height, in some conspicuous place where all who enter can readily see, on which is marked the words ‘Chinese eggs used here,’ or ‘Chinese eggs sold here.’

“Placards with letters four inches in height shall be placed in all receptacles containing eggs with their country, origin and grade, such as ‘fresh,’ ‘cold storage’ or ‘preserved.’ Second grade cooking eggs shall be marked as such. Each egg shall be marked by a rubber stamp if it is ‘preserved,’ or ‘Chinese.’”

While this may be considered a too radical measure by some, yet the idea is right. Protection of the consumer is ultimately protection of the grocer, and the latter will realize this. A measure of the kind referred to is the best possible safeguard and help to the wise grocer who is desirous of pleasing his customer at all times. A bad egg offends the customer; it hurts the man who sells it even more

FISHERMEN'S TROUBLES

THOSE who live by fishing are having their troubles in Canada these days. At the Atlantic they are hoping against hope that the French Government will remove the embargo on importation of lobsters which has been in effect some little time. At the Pacific, with the opening of the sockeye season upon them, Fraser River fishermen are staggered to learn that the price of nets has been advanced another fifty cents a pound. This means there has been a total advance of \$1.50 a pound in sockeye mesh since the war began. It is a serious condition. The average sockeye net weighs 80 pounds, and as the material is now \$2.60 a pound, the price is something like \$200 for an outfit. Nor is this all. Not only is the price rising, but it is stated on good authority that within a short time nets made from the customary material will be impossible to obtain owing to the scarcity of flax. Flax comes largely from Ireland and Russia, both of which countries are at war.

Fishermen at the coast are therefore discussing substitutes. Japanese flax nets, much inferior to the old and

standard product, are now not much cheaper. They are no use as an alternative. Nets can be made of cotton, and are said to be good enough for one season. It is distinctly questionable, however, if such is the case.

Verily fishermen have their troubles in war times. Both the misfortune at the Atlantic and the Pacific are directly traceable to the influence of war. Without war lobster would not have been declared a luxury by France. Without war, flax would not be so inordinately high in price.

For the retailer the results of these two conditions will be directly opposite. If the embargo on lobster continues that fish should be cheaper in Canada since we must consume France's share. If sockeye mesh is so dear, fewer men will fish for salmon, and that should be a factor making for higher levels.

FOOLISH TALK ABOUT CANNED GOODS

THERE was, in a recent issue of a monthly magazine, "Illustrated World," an article by William Brady, M.D., who undertakes to tell such as go a-holidaying at this time how to protect themselves from sunstroke, typhoid and other summer ills. Dr. Brady does very well with these, but he is painfully wide of the mark in the following paragraph, an excerpt from his article:

"The surest way to prevent ptomaine poisoning,—that horror of camping out—is by eating no meat or fish that has been artificially preserved or canned. While putrefactive bacterial change may occur in fresh meat which is not kept on ice in hot weather, most cases of genuine ptomaine poisoning—the majority of cases are mistakenly thus labeled—are due to canned or preserved meat or fish. Be a vegetarian if you can't bring home the game yourself."

This is merely polysyllabic poppycock. Dr. Brady's words would persuade campers and picnickers that every can of preserved fish or meat is a container of disease, which, upon the can being opened, bursts out like the evil genie from the fisherman's vase. On the face of it a paragraph like this just quoted is quite absurd. If Dr. Brady's contention is right, and the eating of the contents of a can will produce ptomaine poisoning in the camper, it is obvious that it would produce it in anybody and everybody who eats canned goods. Personally, we never met the person upon whom canned goods wreaked such terrible results. We have picnicked ever since we can remember and revelled in all kinds of canned goods. Ptomaine has left us severely alone, us and every kindred soul who have shared in a picnic with us for the last years and years and years.

Seriously, this article of Dr. Brady's is damaging to an important industry. The only time at which canned goods could be injurious would be in the case of a product which is quite patently spoiled. If canned salmon or meat is under-processed, or if the tin is accidentally punctured, it doesn't take an expert to become aware of it. The way-faring man knows it right away, and knowing, shuns it. Cases of badly packed fish and meat are exceedingly rare.

If Dr. Brady troubles to consult acknowledged authorities he would find the large majority of cases of ptomaine poisoning have come from one of two causes: Either (a) imperfectly kept milk or milk foods; (b) unpreserved meat and meat compounds. Epidemics of ptomaine nearly always are traceable to one or other of these causes. Milk improperly preserved and refrigerated is a demonstrated cause of ptomaine. Meat compounds and meat salads have again and again been proven the sources of ptomaine. But the writer never heard yet of a case of ptomaine being traceable to canned meat and fish which were to all appearances perfectly all right. And, as we have pointed out, if they were not all right, it would be distinctly obvious!

Dr. Brady is talking without his book. Statements such as his are damaging to a large and reputable industry. They should be ventilated. Why doesn't the doctor give chapter and verse for this challengeable assertion? The only answer is that he cannot. Picnickers, campers and general public have nothing to fear from canned goods put up by reputable canners.

ADOPTING THE METRIC SYSTEM

AT the convention of the National Association of Grocers held recently in Boston, the question came up of net weight and uniform standard container laws. In this connection reference was made to a bill now before Congress which has for its aim the establishment in the United States of the metric system of weights and measures, as the sole legal system after July 1, 1924. Against this at present there are in use the very awkward systems of liquid and dry quarts and troy and avoirdupois weights. Both are cumbersome; both are confusing. For instance, a troy ounce is larger than an ounce avoirdupoise. Yet a pound avoirdupois is larger than a troy pound.

In Canada, as in the United States, we are already a step ahead of Great Britain, in that we use the metric system in money, to some extent. At one time we were even further ahead, for we used the franc system, typified by the inclusion in our coins of a twenty-cent piece, a direct multiple of ten. Twenty-five cents, of course, is not. The twenty-cent piece might well be re-introduced in the place of the "quarter" which might be dispensed with.

Even at present our system is ahead of that in vogue in Britain. Anyone who has used the British method of pounds, shillings and pence will admit, in comparing it with our "ten" system—dollars and cents—that the former is irrational, wildly unsystematic, and distracting. It is involved. Therefore it is inefficient from the point of view of saving time. The system we have in use in Canada is much more serviceable.

England and Canada alike, through the international purchasing of commodities for war purposes, have already had two years of necessary acquaintance with the metric system as applied to weights and measures. War supplies have been ordered, for instance, by France from Canada. Specifications have been stated in terms of **litres** and **grammes**, and some Canadians have thus become acquainted with the metric system. So too has England, hitherto its most obstinate, albeit unreasoning, critic. There are many evidences that the metric system which, England perforce has had to look into, is liked a good deal.

Retailers would be particularly affected were the metric system in weights and measures ever to be introduced into Canada. It is safe to say that the possibility of such introduction is more conceivable than ever.

The war is doing speedily what years of academic discussion and slow-moving, unbusiness-like party governments might never do. It is up to Canadians, therefore, to look into the metric system now. It will repay study. They should go into the matter as fully as possible and compare it with our present undeniably cumbersome method. By so doing they will be able intelligently to talk about the matter if and when it is thrown open, as is not unlikely, for discussion.

WHAT ARE YOU doing day by day, week by week, and month by month and year by year to build up your personal assets of business knowledge and producing ability?

THE ETERNAL cry—"In what way can I best develop myself?"

ABILITY, ambition and work—the heavenly triplets.

Annual Store Equipment Number--July 28 Good Editorial Matter Being Prepared Information Wanted From Readers

The issue of the 28th of July will be the second annual Store Equipment Number of The Canadian Grocer. Several good articles are being prepared for it dealing with the uses and advantages of equipment—"the things you buy but do not sell." Altogether this issue will be very useful to those readers who are seeking information about the various kinds of time and labor-saving devices that help the busy grocer keep up with his work. Perhaps the fact that so many merchants have lost experienced clerks through enlistments and have to get along with fewer clerks or less experienced ones will make the subject of store equipment of greater interest at this time.

Editorial features will include store interiors showing equipment and fixtures, experiences of grocers with various kinds of equipment, etc., etc.

INFORMATION WANTED FROM READERS

To make their reading matter on equipment of the greatest practical value to subscribers, our editors are particularly desirous to secure dependable figures showing the proportion of grocers who are already using different kinds of store equipment such as those listed on the opposite page. To compile reliable statistics as to the percentage of grocers in Canada who have account registers, for instance, it would be necessary to ask a large number of grocers, in all sections of the country, whether they have these or not. To do this properly by personal calls would require a great deal of time and work. We, therefore, ask all our readers (whether their equipment is extensive or not) to furnish our editors with the needed information in the following way. Please go over the classified list of fifty kinds of store equipment on the opposite page and mark opposite each the number of them you have. Leave the others blank. Fill in your name and address at the bottom, tear out that page and mail it in to us. If you are keeping all copies of The Grocer for reference we will send you another copy of the same issue instead of the one torn. We shall be greatly obliged to every one of our readers who does this favor for us and shall use the information asked for to make a better paper for them.

**The Canadian Grocer
143-153 University Ave.
Toronto, Canada**

Classified List of Store Equipment

- Account Registers

Adding Machines

Autographic Registers

Awnings

Biscuit Stands

Broom Racks

Butter Dishes

Cash Carriers

Cash Registers

Charcoal Racks

Cheese Cutters

Coffee Grinders

Counter Check Books

Display Counters

Display Tables

Delivery Wagons

Egg Carriers

Electric Lights

Electric Signs

Electric Flash Lamps

Fruit Stands

Floor Trucks

Gum Vendors

Ice Machines

Meat Slicers
- Meat Choppers

Motor Trucks

Paper Balers

Paper Shipping Boxes

Patented Bins

Peanut Vendors

Peanut Butter Machines

Pickle Jar Stands

Pumps for Coal Oil

Pumps for Gasoline

Pumps for Molasses

Pumps for Vinegar

Refrigerators

Refrigeration Systems

Scales, computing

Scales, other kinds

Safes

Show Cases

Show Jars

Soda Fountains

Stools and Chairs

Telephones

Typewriters

Tanks for Oil

Window Fixtures

Name.....	Address.....
Remarks	
.....	
.....	



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

Frank Porantor, of Quebec, grocer and liquor merchant, has sustained loss by fire.

T. H. Estabrooks Co., teas and coffee, St. John, have sustained loss by fire.

Smith Brokerage Co., manufacturers' agents, of St. John, have suffered loss by fire.

The staff of Goodwins, Ltd., Montreal, plan to give a concert early in July to the returned soldiers at the Grey Nunnery, Convalescent Home.

L. H. Olivier a leading grocer of Sherbrooke, P.Q., was a Montreal visitor last week.

Mr. Boileau, formerly cashier of the Royal Bank on Green Ave., has opened the Oxford Provision Store on Sherbrooke St. W., Montreal.

The City of Montreal contemplates enforcing stringent inspection laws that will require every grocer and provision dealer in the city to have on the premises large open air fly traps.

Alex. Davidson after 19 years in the employ of Fraser, Viger & Co., has opened up a grocery, delicatessen and provision store at 4907 Sherbrooke St. Westmount, Montreal.

Canners propose to put into effect in Quebec a plan to deduct $\frac{1}{4}$ per cent. to cover bulged tins and leaks following the successful institution of this practice in two other provinces last year.

Representatives of the Canadian Freight Association met in Montreal last week to go into the details of the recent decision of the Railway Commission in the matter of the petition of the Canadian railways for leave to increase their freight rates by five per cent. It is said that the decision did not give all the railways asked; but it did give certain advances in many instances. The meeting, then, had to create tariffs in consonance with the decision of the commission in each case. The increases, such as they were, are not likely to be felt by the business community. They were spread over so many articles and were so moderate in themselves that they would attract but little attention to themselves.

The Railway Commission at Ottawa has given judgment in the application of the Montreal and Toronto Boards of Trade opposing the removal of whole and split peas from the grain rate

schedule to that provided by the railway for the carriage of vegetables. The judgment states:

"The matter as presented has a bearing on the general issue as involved in the classification and the matter should stand till the classification is before the Board and dealt with. In view of the time the existing rate situation has existed, this disposition does not seem to be unfair to the parties."

Ontario

Mrs. L. Thomson, grocer, of Toronto, has sold to J. A. Comely.

W. W. Harris, proprietor of a creamery at Brussels, is dead.

W. H. Millman, sen., of W. H. Millman & Sons, will leave on Saturday on a business trip to Winnipeg.

A cheese factory in Huntingdon Township, and known as West Huntingdon Factory, was destroyed by fire which originated about the boiler. The loss is \$5,000, partially covered by insurance.

G. W. Bissell, a retired grocer, and one of Brockville's leading citizens, died at the age of 75. He was born at North Augusta, in Grenville County, and after following farming for a time came to Brockville, and established himself in business. He lived here over forty years.

Taboo is put on the daylight saving scheme so far as London is concerned. Mayor Stevenson announced that, in response to the monster petition received at the council meeting signed by hundreds of citizens protesting against the new schedule, the city would revert to the old time. Action in the matter will be taken by the legislative committee some time next week.

George H. Campbell, Toronto manager for T. H. Easterbrooks Co., left on June 29 for Hartland, N.B., accompanied by his family. They motored by way of Niagara Falls and Rochester through the United States to the Eastern seaboard. Advice has been received from Mr. Campbell that his party had arrived safely in New Brunswick. He will be gone for a month.

The merchants of Penetanguishene have started a live advertising campaign, some 22 of them having had cards printed to put on the "Electric" which is due to start on regular runs about now.

A plate glass in the window of Mr. B. C. Watson's grocery, Leamington,

was broken in a peculiar and unusual way. An automobile was going east and one of the wheels ran on a stone about the size of a hickory nut. The weight of the car or the force with which it was struck caused the stone to shoot from under the wheel across the street and through a corner of Mr. Watson's window.

Western Canada

The Western Canada Flour Co., have moved their Winnipeg office to larger quarters on the tenth floor of the Union Trust Bldg., corner Main and Lombard streets, Winnipeg.

Law & MacKay, Swift Current, Sask., have made an addition to their business by purchasing the stock and plant of the Swift Current Supply Co. They will carry a full stock of hay, flour and feed.

James Middleton, who covers Manitoba and Ontario territories in the interests of the Purity Flour Mills, has gone to Buffalo, where his marriage will take place this week.

Mr. Horne, of Lethbridge, of the firm of Campbell, Wilson & Horne, wholesale grocers, was in Redeliff at the local branch. While there he looked over several sites with a view of purchasing in the near future.

The Japanese steamer Kosoku Maru is looked for with a cargo of Formosan sugar. A shipment of Java sugar is expected early in August on the steamer Dalmore, recently purchased by the Union Steamship Company, of New Zealand.

Ashcroft, B.C., the bean town of the West, was almost totally destroyed by fire on July 5th. Among the business houses destroyed were the general store of Fred Rosenburg, the general store of J. J. Ting & Co., and J. F. Campbell's confectionery store.

T. Fugita, of T. Fugita & Co., Japan, exporters of oranges, rice, peanuts, etc. called on the W. H. Escott Co., Winnipeg, this week. He is proceeding east to Toronto and Montreal, and will return via New York and Los Angeles. Mr. Fugita makes this trip every other year.

A. D. Rankin has retired from the firm of Doig, Rankin & Robertson, Brandon, and will take a long rest. Mr. Rankin has been in business in Brandon for the past quarter of a century, establishing the firm of A. D. Rankin & Co., which was amalgamated in 1913, with Doig & Robertson.

Sugar Firm; Beans Advancing

Adjustment of Sugar Prices Making Larger Differential Between Grades—Beans and Peas Show Strength, Culminating in Advance in Both—Dried Apricots Very Scarce on Spot—Canned Goods Very Firm.

Office of Publication, Toronto, July 13th, 1916.

THE events of the week from the trade's point of view and also that of the public, since they have to help pay, have been a series of minor advances. Salt packages are slightly higher, due partially to labor troubles, and partially to war's demand upon chemicals. Pickles are advanced this week. This refers to domestic lines. British stuff is 'way out of sight, and home-made lines are feeling the pinch of the shoe in various places; notably, the high price of glass, the scarcity of labor, and the poverty of certain crops. This last is not so influential a reason as the others. Wire clothing pins are higher. These are advanced solely because of the sky high prices of galvanized iron. Thus the hardwareman's troubles lop over into the grocery store. In most every case of these "little things" just recited, scarcity of labor or material have been the casual factors.

The situation in beans does not improve any; in fact it gets worse instead of better. Further advances took place this week. Right through from St. John to farthest West our correspondents report at least a firmness and in most cases actually an advance in the price of beans. Next crop will be late, it is learned, and with this crop as scarce as it is one wonders what prices will be like by about October, when the new stuff, which should be harvested, will be missing.

Cheese levels declined a couple of cents this week. Cables report Liverpool and London as decidedly easier, while domestic markets are easing off to a fairly large extent for the time of the year. Export has not been so heavy of late. Butter levels are practically unchanged. Eggs, while not appreciably lower, are on the easier side. Western eggs are being shipped to Eastern markets in quantities, and this, coupled with the fact that demand for storage has let up largely is working towards lower levels. Hot weather has doubtless had something to do with it. Again and again hot weather has slackened demand from consumer, which, by the by, has been unusually large this year.

Canned vegetables still hold very firm, and every week brings us nearer to higher levels for peas and tomatoes, the latter notably. Tomato crop areas show the same thing everywhere, namely; that our early rains did incalculable damage, damage which, unlike that in some other lines, cannot be repaired at once. Then the higher and ever higher price of cans and tins, the labor scarcity, and the export demand have all been added factors of importance. So that, by every sign and token, we shall see high prices for tomatoes in cans this year. Corn and peas will also be higher than usual, with more or less the same contributory reasons.

Quebec Markets

Montreal, July 13: Volume of trade passing exceeded that of previous week so that market may be said to be in a very satisfactory condition for time of year as at no time has there been any complaint as to state of trade this spring. A feature of this development is said to be an increase of population in

Montreal and the fact that people show little signs of restricting their purchases on account of high prices.

Although the number of advances for this week is not unusually high additional firmness is noted in many lines that have been inactive from a price standpoint for some time past and indications point to another general upward movement of prices. Aside from tea, fruit and vegetable lines the market is very firm. Additional shortages continue to occur with passing of each week

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—

California fruits cheaper.
Oranges disappearing.
New vegetables declining.
Tomatoes firm.

FISH AND OYSTERS—

Halibut easier.
Western salmon arriving.
Frogs' legs plentiful.

FLOUR AND CEREALS—

Flour firming up.
Rolled oat inquiry better.
Feeds stronger.

PRODUCE AND PROVISIONS—

Pork products firmer.
Cheese declines 2c.
New crop honey good quality.
Quality of eggs declines.

GENERAL MARKETS—

Black teas weaker.
Sugar firm.
Canned fruits advance.
Canned beans up 25c.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour firm.
Rolled oats higher.
Mill feeds tending firmer.

FRUIT AND VEGETABLES—

First transparent apples in.
Strawberry prices firm.
New potatoes declining.
Good supply of all vegetables.

FISH AND OYSTERS—

Salmon trout in large quantities.
Whitefish in good demand.
Prices somewhat lower.
Gaspe salmon nearly over.

PRODUCE AND PROVISIONS—

All cooked meats up.
Butter make large.
Eggs firm.
New honey reported good.
Hogs firm.
GENERAL GROCERIES—
Sugar market firm.
Decrease of 5c in second grade.
Apricots very scarce.
Seedless raisin crop bargained for.
Beans continue to advance.
Pepper still firm.

MANITOBA MARKETS.

FLOUR AND CEREALS—

First patents still \$6.00.
Export business picking up.
Wheat likely to go lower.
Demand for bulk rolled oats.
Feeds tending downward.

PRODUCE AND PROVISIONS—

Live hogs still \$10.50 to \$10.75.
Hog receipts getting lighter.
Butter should be plentiful.
Quality of eggs very poor.
No. 1 candled eggs 25 to 26½c.
Cheaper cheese offered—19c.

FRUITS AND VEGETABLES—

No more Ontario strawberries.
Demand now for B.C.'s at \$3.75.
Pineapple practically done.
Apricots continue scarce.
Cabbage quoted \$4 crate.
New potatoes cheaper.
Minnesota asparagus off market.

FISH AND POULTRY—

All fish lines plentiful.
Haddies down to 11c per lb.
Pickarel scarce at 10c lb.
Poultry still hard to get.

GENERAL GROCERIES—

Advance in sugar expected.
Bean quotations going up.
Lima beans still at 7½c.
Currants getting too high.
New raisin prices named.
Maryland canned strawberries in.
Canned finnan haddie scarce.
New pack strawberry jam in.
Whole nutmegs up to 26c.

and this weeks list of goods that have disappeared from market include British, American and Canadian goods, mostly in specialty lines in which various syrups, jars and pickles largely figure. Wire clothes pins are also very scarce on account of galvanized wire shortage. A feature of the week has been the sudden strengthening of the flour market in response to wheat advances. Feeds and oats are also firmer.

SUGAR.—Prices are unchanged but market is very firm and all advices from New York reiterate that advances in refined are expected there. Holders of Cubas are holding on firmly and are getting 5½¢ prompt on freight N.Y. and numerous inquiries are reported from the Argentine and Europe for Cubas F.O.B. Cuba and sales reported at \$5.10. Statistical position of sugar continues to gain strength and it is now stated that there will not be more on hand than is required. There is a fairly good demand locally from retailers and wholesale demand is much improved since setting in of warm weather.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	8 20	
20 lb. bags	8 30	
2 and 5-lb. bags	8 50	
Extra Ground Sugars—		
Barrels	8 65	
50 lb. boxes	8 75	
25 lb. boxes	8 95	
Yellow Sugars—		
No. 1, 100 lb. bags	7 80	
Dark yellow, 100 lb. bags	7 60	
Bright yellow, bbls. only, cwt.	8 05	
Powdered Sugars—		
Barrels	8 35	
60 lb. boxes	8 65	
25 lb. boxes	8 75	
Paris Lump—		
100 lb. boxes	8 80	
50 lb. boxes	8 90	
25 lb. boxes	9 10	
Crystal Diamonds—		
Barrels	8 60	
100 lb. boxes	8 90	
50 lb. boxes	9 00	
25 lb. boxes	9 20	
Cartons	9 45	
Half cartons	10 15	
Crystal Dominoes, cartons	9 65	

MOLASSES AND SYRUPS.—Prices are unchanged and the whole situation continues along the lines that have prevailed for some months past with a pronounced shortage that has only been added to a limited degree by limited number of full cargo shipments which go into immediate use. Rail and water shipments are now in force via New York in addition to the straight water route that has just been established and the shipments via St. John and Halifax that have been in force all winter. Situation has been materially aided by the inauguration of direct bills of lading with no extra duty via New York in place of the 2c duty that had previously been in force.

Corn and cane syrups continue in very strong position but without change in price and demand continues to profit by molasses shortage.

	Prices for	
	Fancy.	Choice.
Barbadoes Molasses—		Island of Montreal.
Punchons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56
For outside territories prices range about 3c lower.		
Carload lots of 20 punchons or its equivalent in		

barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¼c; ½ bbls., 4c; ¼ bbls., 5c	0 04½
Pails, 83½ lbs., \$1.95; 25 lbs., 1.40	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls., 4c	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Prices are unchanged to trade but additional firmness is noted in some coast lines. Thompson seedless raisins in packages from Coast have been withdrawn entirely from market and feeling for future on peaches and apricots is very firm and prunes are holding firm at unchanged prices firmness of prunes and apricots in particular is based on crop conditions and state of future export demand but in view of British restrictions this last is said to be an uncertain quantity. California association guarantees against decline in seeded loose muscates up to Jan. 1 and guarantees that price of 1916 crop will exceed present price of 1915 crop.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	0 09½	
Apples, choice winter, 50-lb. boxes	0 09	
Apricots	0 14	
Nectarines, choice	0 11½	
Peaches, choice	0 08	
Pears, choice	0 13½	
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	0 14	
Filiatras, packages, new	0 15	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Figs, choicest	0 12½	
Hallowee, loose, new	0 09½	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 10 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	
Cal. layers	0 10	
Cal. fancy, table, 10 lbs.	1 50	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 13
40 to 50, in 25-lb. boxes, faced	0 10	0 10½
50 to 60, in 25-lb. boxes, faced	0 10	
60 to 70, in 25-lb. boxes, faced	0 09½	
70 to 80, in 25-lb. boxes, faced	0 09	
80 to 90, in 25-lb. boxes, faced	0 09	
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscates, loose, 3-crown, lb.	0 09	
Muscates, 4-crown, lb.	0 09½	
Cal. seedless, 16 oz. pkgs.	0 12½	
Fancy seeded, 16 oz. pkgs.	0 11	
Choice seeded, 16 oz. pkgs.	0 10½	
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Prices remain unchanged although outside reports are to effect that there has been a slight stiffening in some lines but increase in buying has resulted here although stocks in Canada are reported low generally but a satisfactory business continues to pass. New York market is dull and buyers are marking time.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 09	0 23
Cassia	0 27	0 85	0 35
Cayenne pepper	0 28	0 90	0 35
Cloves	0 30-0 32	0 90	0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	0 25	0 31	0 29
Ginger, Jamaica	0 28	1 15	0 29
Mace	0 80	1 00	0 80
Nutmegs	0 45-0 45	0 45	0 80
Peppers, black	0 28	0 85-0 90	0 26
Peppers, white	0 35	1 15-1 20	0 37
Pastry spice	0 22	0 95-1 20	0 29

Pickling spice	0 16-0 18	
Turmeric	0 21-0 23	
Lower prices for pails, boxes or ballers when delivery can be secured.		
Cardamom seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	0 13	
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole		12 15

RICE and TAPIOCA.—Prices are unchanged and general situation is without feature of interest to report with a good demand, chief feature of market which continues to give evidence of a strong undertone on basis of fundamental position of rice. Tapioca prices are unchanged here but are a little cheaper on shipment from the East and are now 8¼ to 8c in an import way, and seed pearl is from 8 to 8½c for Sept. and Oct. delivery.

Rangoon Rices—		Per cwt.
Rangoon, "B"	4 30	
"C"	4 10	
India, bright	4 45	
Lustré	4 50	
Fancy Rices—		
Mandarin, Patna	4 50	
Pearl	5 00	
Imperial Glace	5 70	
Sparkle	6 30	
Crystal	5 00	
Snow	5 20	
Ice drips	5 30	

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 2½c for half-pockets (12½ lbs.).

Imported Patna—		Per lb.
Bags, 24 lbs.	0 06	
Half bags, 112 lbs.	0 06½	
Quarter bags	0 06½	
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 10	0 11
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Beans have advanced again in an irregular way so that there is considerable variation in quotations which are largely based on size of individual stocks and degree of individual need, but stocks are now generally held at an advance of \$1.00 per bu. No beans can be had at less than \$5.55, yellow and white are practically on same basis and \$6.00 beans are talked of in Detroit, in which case \$7.00 would rule on this market. Other lines show sympathetic reflection; split peas are being held at a 20c advance in some quarters and pearl and pot barley is stronger but very little sold and actual sales in beans are also light.

Beans—		
Canadian, 3-lb. pickers, per bushel	5 55	6 00
Canadian, hand-picked	5 90	6 50
Canadian, 5-lb. pickers	5 60	
Yellow eyes, per bushel	5 70	
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 98 lbs.	5 00	6 25
Barley, pot, per bag	3 25	
Barley, pearl, lb.	0 04½	0 05

TEA.—Black tea market is beginning to show effect of influence operating the last few months in way of declines and market continues weak, but embargo on teas from Britain to neutral countries enforced last week is expected to be felt here at once as large quantities of teas for the U.S. will come here for transshipment, and will tend to make market stronger. Reports on Chinas are unfavorable as to quality with high prices ruling as result of bad weather.

Unconfirmed reports are to effect that second crop Japans are slightly inferior owing to unfavorable weather and that first crop prices are up in consequence. Formosas are reported on same basis as last year. Colombo market is falling off but feeling is firm for future when better qualities are expected and tone of London market is easier.

COFFEE.—Prices and local conditions generally continue unchanged and a fair business passing but primary market has developed a little strength that is occasioning some surprise in view of steady slight decline for some weeks past as this represents first movement in opposite direction.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicago, lb.	0 12	0 14

NUTS.—Prices are unchanged as are other factors of prime importance and whole tendency of market continues to be a firm one particularly for filberts and almonds and walnuts for September delivery. Volume of trade passing continues fair although not as good as a few weeks ago and inclines to be irregular.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 34	0 35
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	...	0 35
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

CANNED GOODS.—All California canned goods have advanced slightly the average being about 10c and tomatoes are reported very strong following reports of experts who have been over the growing belt and found very unsatisfactory condition of crops. Spot tomatoes in Montreal are now \$1.18 from canners but sales are not yet generally made on this basis by holders of old stocks 3 lbs. Canned beans have advanced 25c and are now from \$1.70 to \$1.80 per doz. and canners announce a plan to deduct ¼ per cent. to cover bulged and leaky tins.

Fish lines show no price changes, prices remain very firm and jobbers are beginning to show more interest in way of increased purchases.

Ontario Markets

Toronto, July 12.—Warm weather has had its effect on market conditions during the past week. There has been a gradual shifting of demand for articles of diet to conform with the summer conditions. There has been a noticeable in-

crease in the demand for all cooked meats with increased prices as a result. Fish is becoming more and more an article of summer consumption. People in the island areas are more than ever desirous of having a greater variety in their summer meats. Fish is stated as being less heating, and people are finding this out. Dealers assert that there is an increasing demand for fish each year.

With the advance of summer, vegetables and fruits are becoming more plentiful, and large quantities of these go to replenish the summer larder. Wheat has advanced about 3c per bushel during the week, but flour prices remain firm.

SUGAR.—There was a strong market in sugars during the week, Porto Ricans and Cubans advancing an eighth of a cent on Tuesday. Several sugar refining companies have increased their differential between their first and second brand, making latter 10c under first grade instead of 5c, as previously. Large sales have been reported in Porto Ricans. Two Philadelphia concerns, who had reduced their prices, returned to the levels of \$7.60. An advance is looked for in the United States, in both refined and raws, in which case there will in all probability be an advance on the part of Canadian refiners. It is reported that the British Government is negotiating for the entire Mauritius raw crop. The statistical position of raw generally is very strong. Demand in Canada for the refined article is improving. The American Refining Company is reported to be in the market for raws. Reports from Cuba are encouraging. Receipts of sugar from the estates are placed at 13,660 tons and the exports at 47,000 tons. Of this export amount only 37,000 tons are coming to Atlantic ports. The Cuban crop is coming to an end more rapidly than last year. There are only eleven centrals now grinding. It is asserted by sugar men that by August the trade on this side will probably realize a strong position for the balance of the season. The consumption in the United Kingdom in June was 144,000 tons, as compared with 130,000 tons in the same month last year. This increased consumption has taken place, notwithstanding the efforts of the Government to curtail consumption. St. Lawrence, Atlantic and Royal Acadia have all increased the differential for the second grade granulated, which is now selling at \$8.16 in Toronto per 100 lbs. in less than ear lots. The former price was \$8.21.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.		
100 lb. bags	8 25	
20 lb. bags	8 36	
10 lb. bags	8 41	
2 and 5-lb. cartons	8 56	
Nova Scotia refined, 100-lb. bags	8 16	
New Brunswick refined, 100-lb. bags	8 26	
Extra Ground Sugars—		
Barrels	8 26	
50 lb. boxes	8 66	
25 lb. boxes	8 96	

Powdered Sugars—		
Barrels	8 36	
25 lb. boxes	8 86	
Crystal Diamonds—		
Barrels	9 81	
100 lb. boxes	8 91	
50 lb. boxes	9 01	
Cartons (20 to case)	9 86	
Cartons (50 to case)	10 96	
Crystal Dominoes, carton	10 21	
Paris Lumps—		
100 lb. boxes	8 91	
50 lb. boxes	9 11	
25 lb. boxes	9 11	
Yellow Sugars—		
No. 1	7 66	
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.		

MOLASSES.—Freight rates still continue at a high level between West Indies and Canadian ports, and prices for molasses hold firm in consequence. Supplies are still very scarce. New supplies will not come in until August. If they reach the market in considerable quantities the prices should have a tendency to go down. Prices are extremely high now. Some of the lower grades of molasses however, have been quoted at a reduction of 5c below prevailing market prices.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4½c; ¼ bbls.	0 04½	
Pails, 3½ lbs., \$1.95; 25 lbs.	1 50	
Cases, 2 lb. tins, 2 doz. in case	2 75	
Cases, 5 lb. tins, 1 doz. in case	3 15	
Cases, 10 lb. tins, ½ doz. in case	3 05	
Cases, 20 lb. tins, ¼ doz. in case	3 00	

Cane Syrups—		
Barrels, lb., 5½c; ½ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case	4 80	

Molasses—		
Fancy, gallon	0 60	0 65
West India	0 38	0 40

TEAS.—Reports from London are to the effect that the market is holding steady. It is asserted that the chance for getting larger quantities of Broken Orange Pekoes is considerably better. The new crop of Ceylon is reported of very good quality. There have been no price changes during the week.

SPICES.—Prices in spices remain unchanged during the week. An easier feeling with respect to cream of tartar continues as a result of the success of the Allied drive on all sides against the Teutons. Pepper continues firm with the recent report of shortage of crops in Malabar, Lampong and Siam.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 10—20	0 17—0 19
Allspice, whole	...	0 15—0 15
Arrowroot	...	0 15—0 20
Bay leaves	...	0 12—0 20
Bicarb. soda	...	0 34—0 36
Caraway seeds	...	0 30—0 30
Cassia, whole	...	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	...	0 30—0 35
Cayenne, Jap. chillies	...	0 40—0 40
Celery seed	...	0 45—0 50
Celery salt	...	0 30—0 36
Celery pepper	...	0 34—0 35
Cinnamon, Batavia	...	0 30—0 40
Cloves, whole	...	0 30—0 45
Cloves, ground	0 18—0 22	0 32—0 45
Coriander seed	...	0 12—0 13
Cream of tartar	0 25—0 30	0 49—0 55
Curry powder	...	0 30—0 35
Ginger, Cochín	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	...	0 28—0 30
Inner, African, ground	...	0 14—0 18
Mace	...	0 85—1 00
Mustard, pure	...	0 28—0 30
Mustard seed	...	0 28—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	...	0 35—0 40
Nutmegs, ground, bulk, 30-36c; 1 lb. tins	...	0 37—0 42
Pastry spice	...	0 25—0 30
Peppercorn	...	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	...	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	...	0 30—0 35
Pickling spice	...	0 18—0 23
Sage	...	0 45—0 50
Saltpepper (chili)	...	0 10—0 16
Thyme	...	0 20—0 25
Turmeric	...	0 20—0 22

BEANS AND PEAS.—During the past week beans have had a sensational rise in price in certain quarters. Some Western Ontario merchants are asking as much as \$6 per bushel for hand-picked, while other dealers were asking \$5.75 per bushel for the same quality. Ordinary prime white quality continue to sell at \$5 to \$5.25 per bushel f.o.b. shipping points.

Beans, choice primes, bush.	5 00	5 25
Beans, hand-picked, bushel	5 75	6 00
Peas, blue, bushel	3 50	3 60
Split	5 00	

DRIED FRUITS.—The association in California has named the prices on the new crop of seedless raisins, and it is understood they will be approximately those of last year. However, the entire crop is reported spoken for, and the estimated crops are so well sold up that there are no further offerings at the present time. Prices in all lines of dried fruits remain firm. Apricots are hard to get, many firms being out of them altogether. There is a firmness in all dried fruits. The Spanish crop in Valencia is reported to be of a good fair average.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Std., 25's, faced	0 15	0 15½
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 13	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currents—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa.ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09
Std., 60-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	0 10½	0 11½
Seeded, choice, 12 oz.	0 09	
Seedless, 16 oz. packets	0 13	0 13½
Seedless, 12 oz. packets	0 11	
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

RICE AND TAPIOCA.—Tapioca is exceedingly scarce. The lowest grade continues to sell around 10c. There is no fancy Rangoon rice on market at the present time. The better grades of Texas and Japan are being used largely at the present time. Good Japan rice, which usually sold retail at 10c, is now being sold wholesale at 6c to 7c.

Rice—		
Rangoon "B." per cwt.	4 50	
Rangoon "CC." per cwt.	4 40	
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 10	0 11
Seed, per lb.	0 10	0 11

CANNED GOODS.—There has been a big consumption in canned goods. Many of the lines are cleaned out, and will not be on deck again until the new crop

goods appear. Canned tomatoes are one of the lines sold out. There are no lines lying around looking for a buyer. The market continues firm. Some dealers are inclined to look for higher prices when the new pack comes in. Canned cohoes are very scarce at present, and the market in these has stiffened. They are now being quoted in 1-lb. talls at \$1.60 to \$1.70. This grade is becoming almost unprocureable at the coast.

MONTREAL AND TORONTO PRICES.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	2 55	2 65
1 lb. flats, cases 4 doz., per doz.	2 75	2 77½
½ flats, cases 8 doz., per doz.	1 65	1 70
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	0 92	0 95
Pinks, 1-lb. talls	1 15	1 20
Cohoos, 1-lb. talls	1 60	1 70
Red Springs, 1-lb. talls	1 30	2 00
Humpback, ½-lb. tins	0 59	
Canned Vegetables—		
Tomatoes, 3's	1 20	1 30
Peas, standards	1 00	1 02½
Early June peas	1 02½	1 05
Corn, 2's, doz.	1 00	1 05
Corn, fancy, doz.	1 12½	1 15

Manitoba Markets

Winnipeg, July 13.—There are indications that local wholesalers are taking steps to get high prices for white beans.

SUGAR.—Last week-end refined was still \$8.80 for standard granulated. With a firmer market for raws in New York an advance is expected by the trade as soon as the demand from the consumer becomes heavy. At present jobbers are buying hand-to-mouth, as they are pretty well stocked. They notice, however, a better demand for sugar from the retail trade all through the West, which is, of course, due to more fresh fruit coming on the market. The next three months should see a heavy demand for sugar. Jobbers state that, based on to-day's New York prices for raws, the price of refined should be higher. It is understood here that some of the largest refiners will have to go in the market soon for raws. A wholesaler spoke as follows: "We may be wrong, but we think there is no question that sugar will be up again before August, and considerably, too."

Sugar, Eastern—		
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (100-lb. case)	9 75	
Montreal yellow, bags	8 40	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 75	
Halves, 90 lbs., per cwt.	8 55	
Bales, 20 lbs., per cwt.	8 85	
Powdered, 50s	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 40	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 30	
Cut loaf, 25s	9 35	
Sugar, British Columbia—		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	9 35	
Yellow, in bags	8 40	

SYRUPS.—This is not the weather for syrups of any kind, and the line can hardly be called seasonable. Molasses is still ruling very high, although supplies are coming through now more freely, these orders having been placed months ago.

Corn Syrup—		
2s, per case 2 doz.	2 88	
3s, per case 1 doz.	3 23	
10s, per case, ½ doz.	3 11	
20s, per case ½ doz.	3 12	
½ barrels, by the lb.	4 65	
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case.	4 05	
5-lb. tins, 1 doz. to case, per case.	4 75	
10-lb. tins, ½ doz. to case, per case.	4 45	
20-lb. tins, 3 tins to case, per case.	4 35	
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatchewan they are 5c case higher.)		
Molasses—		Per gal.
Barbadoes, ½ bbls., per gal.	0 65	
New Orleans	0 28	
New Orleans, tins, 24 x 2 lb. case, \$2.30; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.		

DRIED FRUITS.—A firm of Oregon prune growers advised their local representatives last week that they had been compelled to advance prices. This was made necessary on account of California growers forming an association similar to that of the raisin growers, which set a much higher price to the packers, and meant that the packers would have to increase their price to make a profit. Reports from California are to the effect that the supply of spot prunes left in that state is very small, and mostly Santa Claras. The prices on futures are firm, due to the attitude of growers, and crops will not be large. While the British embargo is having considerable effect on buying of futures, it is expected that large quantities will go to England and Scandinavia. France shows little interest in California futures on account of the high prices and high freight rates. Holland is inclined to buy, but is hampered due to the fact that it is impossible to reserve space on steamers out of New York as far ahead as October and November. Crop conditions in California are unchanged. Packers estimate that there will be about one one hundred and thirty millions pounds dried this year.

The association has named prices on Thompson seedless, which are about 1½c above last year's opening prices on packages, but much lower than to-day's for spot stock. Local brokers state they would not be surprised to see pro rata deliveries on seedless, as the demand is expected to be heavy. A wire received in Winnipeg last week-end stated that present prices on old crop, seeded and muscatels, are guaranteed to the end of the present year. They add that when prices are named for 1916 crop on seeded and muscatels, they will be higher than those prevailing to-day.

Currents are being quoted at almost prohibitive prices, and it is hard to get stocks. The supply of dried apricots is shorter than previous estimations—that is, few are being dried in California due to canners and green fruit shippers taking a larger percentage of crop. A peach association will control 75 per cent. of

the peach crop this year, and it is stated that there will be no buying in California on the part of the domestic trade until the association establishes its prices. Foreign trade is showing no interest in the peach market on account of the higher prices of to-day compared with those of two or three years ago.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07½
Evaporated apples, choice, 25's	0 08
Evaporated apples, 3-lb. cartons	0 30
Pears, choice, 25's	1 1½
Apricots, choice, 25's	0 14½
Apricots, choice, 10's	0 15½

Peaches—	
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½

Currants—	
Filiatras, dry cleaned	0 13½
Vostizzas, dry cleaned	0 14½
1 lb. package Amalias	0 15
2 lb. package	0 30

Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08½

Raisins, California—	
16 oz. fancy, seeded	0 10
16 oz. choice, seeded	0 09½
12 oz. fancy, seeded	0 08
12 oz. choice, seeded	0 07½

Raisins, Muscatels—	
3 crown, loose, 25's	0 08½
3 crown, loose, 50's	0 08½

Raisins, Cal. Valencia—	
25-lb. boxes	0 09
50-lb. boxes	0 09½

Prunes—	
90 to 100, 25s	0 07½
80 to 90, 25s	0 07½
70 to 80, 25s	0 08½
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10½

Peels—	
Orange, lb.	0 17½
Lemon, lb.	0 18
Citron, lb.	0 21½

DRIED VEGETABLES.—Following the remarkable advance on Michigan beans last week, the market continues very strong. Wholesalers in Winnipeg state that their stocks are fairly good, and will last some of them for two or three months. However, some of them are advancing their quotations. We hear of cases of hand-picked white beans being sold at \$4.80. At that price it is impossible to bring them in to-day. Stocks held in Winnipeg are mostly Japanese and Michigans, with very little Ontario stuff.

Beans—	
White beans, fancy, hand-picked, bu.	5 00
White beans, 3-lb. pickers, bushel	4 65
California Lima Beans—	
80-lb. sacks	0 07½

Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30

Peas—	
Split peas, stck., 98 lbs.	5 50
Whole peas, bushel	3 30

RICE AND TAPIOCA.—Japanese rice in the primary market is reported slightly lower. Quotations on tapioca have been much lower of late, but supplies at these prices will not be in for several months.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05½
No. 2 Japan, per lb., 100-lb. bags	0 04½
Siam, per lb., 100-lb. bags	0 04½
Patna, per lb., 100-lb. bag	0 07½
Carolina, per lb., 100-lb. sacks	0 08½
Sago, pearl, sacks, per lb.	0 08
Tapioca, pearl	0 08½

SPICES.—Nutmegs are very scarce and advancing in the primary market. Local quotations are up to 26c for whole, an advance of about 10 per cent.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 22	0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 26	0 26
Cloves, ground	0 28	0 28
Ginger, Jamaica, ground	0 00½	0 00½
Nutmegs, ground	0 26	0 30
Pepper—		

Ground, black, 10-lb. boxes	0 27
Ground, white, 10-lb. boxes	0 31
Whole, white	0 31½

TEA.—The market continues very high. Local jobbers are not inclined to place much weight on reports of a big crop in Ceylon, and consequent lower prices. They intend to wait and see what happens.

CANNED GOODS.—Generally speaking, the market is very firm, particularly on tomatoes. New pack fruits will be arriving in about six weeks, and buyers are inclined to wait for their arrival. The supply of fresh vegetables on the market is curtailing the demand for canned fruits. Only fag-ends of canned salmon seem to be available on the Pacific Coast, but supplies in Winnipeg are good.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, July 12.—All size packages of salt advanced about 5 per cent. Pickles have again taken slight advance. New crop pickles are not expected to be any cheaper than what is being offered at present. There is an advance of 15c a case on certain size matches. Wrapping paper and paper goods show a slight advance. B. C. raspberries coming along at \$3 a crate. Strawberries not so plentiful at \$2.25 to \$2.50 crate. Bing cherries, \$2.50 crate; preserving cherries \$1.50.

General—	
Beans, small white Japan, lb.	0 08½
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Rolled oats, bail	3 00
Rolled oats, 80s	3 05
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 25
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 19½
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 25½
Lard, pure, 3s, per case	10 50
Eggs, new laid	9 00
Eggs, No. 1	8 00

Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 35
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	10 00
Salmon, pink, talls, 48x1s, per case	4 50
Lobster, ½s, per doz.	3 00

Dried Fruits—	
Currants, lb.	0 15
Evaporated apples, 50s, per lb.	0 10½
Peaches, choice, 25s, per lb.	0 17½
Apricots, choice, 25s, per lb.	0 17½
Pears, choice, 25s, per lb.	0 11
Prunes, 90-100	0 08½
Sultana raisins, Cal., extra fancy	0 07
Manchurian shelled walnuts	0 30
Fresh Fruits and Vegetables—	
Oranges, Val., box	4 25
Lemons, box	5 50

SASKATCHEWAN MARKETS

By Wire.

Regina, July 12.—Warmer weather reigns throughout the West. Crop conditions are favorable. Markets show little change. Butter (dairy), 22c; eggs, 21½c; beans, \$4.65. Rolled oats lower; \$3 for 80's, \$2.60 for 40's, \$1.37½ for 20's. All lines of salmon have advanced 10c a case.

Produce and Provisions—	
Butter, creamery, per lb.	0 29
Butter, dairy, No. 1	0 25
Cheese, per lb.	0 19½
Eggs, new laid	0 21½
Lard, 3s, per case	10 20
Lard, 5s, per case	10 20
Lard, 10's, per case	10 15
Lard, 20's, per case	10 10

General—	
Beans, Ontario white, per bush.	4 65
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 50
Cocoa, 10.	0 23
Flour, 98's	3 40
Rolled oats, 40s	1 37½
Rolled oats, 80s	3 00
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 00
Sugar, standard gran., per cwt.	9 14
Sugar, yellow, per cwt.	8 29
Tapioca and sago, lb.	0 08
Walnuts, shelled, 47-49c; almonds	0 45

Canned Goods—	
Apples, gals., case	1 80
Beans	2 25
Corn, standard, per 2 dozen	2 20
Peas, standard, per 2 dozen	2 40
Plums, Lombard	2 10
Peaches	3 10
Raspberries, \$4.33; Strawberries	4 73
Tomatoes, standard, per case	2 80

Salmon—	
Sockeye, 1's, 4 dozen case	9 60
Sockeye, ½'s	12 45
Cohoos, 1's	6 10
Humpbacks, 1's	4 10

Dried Fruits—	
Apricots, per lb.	0 16
Currants, lb.	0 13½
Citron peel, lb.	0 21½
Lemon peel, lb.	0 20½
Orange peel, lb.	0 20½

NEW BRUNSWICK MARKETS

By Wire.

St. John, July 12.—Grocers report business conditions are generally satisfactory. Continued upward trend of markets is marked in pork products especially. Bacon jumps from 17c to 20c and 21c; clear pork up to \$32.50 and \$33. Corned beef (1's), \$2.50 to \$2.60. Eggs show sharp advance, 28c to 30c. Cheese is easier at 17c to 17½c. California oranges are higher, \$4 to \$5. Shortage of potatoes in awaiting new crop strengthens prices; now \$2.75 to \$3. There are no turnips on market. Small vegetables offering in small quantities at high prices. Beans jumping; white, \$4.50 to \$5.75; yellow eyed, \$5.90 to \$6. Eggs up suddenly to 28c and 30c; dealers importing instead of exporting. Strawberry crop now looks big, and price down to 10c a box.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	2 50
Pork, American clear, per bbl.	32 50
Butter, dairy, per lb.	0 25
Butter, creamery, per lb.	0 30
Eggs, new laid, per doz.	0 28
Lard, pure, lb.	0 18½
Cheese	0 17

Flour and Cereals—	
Commeal, gran.	6 35
Commeal, ordinary	7 35
Flour, Manitoba, per bbl.	7 35
Flour, Ontario	6 60
Flour, buckwheat western 98-lb. bag	3 50
Rolled oats, per bbl.	6 25

Fresh Fruits and Vegetables—	
Apples, box	3 00
Lemons, Messina, box	4 00
Lemons, Cal., box	5 00
Oranges, Cal., case	4 00
Potatoes, bls.	2 75

Sugar—	
Standard granulated	8 25
United Empire	8 15
Bright yellow	8 05
No. 1 yellow	7 85
Paris lumps	9 25
Beans, white, per bush.	4 50
Molasses, Barbadoes, gal.	0 55
Cream of tartar, per lb., bulk	0 51
Currants	0 14½
Pork and beans, case	3 40
Rice, per cwt.	5 25

Newcastle, Ont., is to have Wednesday afternoon, during June, July and August as a half holiday.



FRUIT AND VEGETABLES



Strawberries Firm: New Potatoes Down

Big Demand For Former, But Expected Decline Did Not Materialize—Gooseberries Are a Glut
New Potatoes Decline Still Further—Plums, Peaches, Apricots and Pears All Lower.

MONTREAL

FRUIT.—Summer fruit business is now in full swing for first time this season as result of the more active demand that has sprung up in response to the warm weather and the increased supplies and lower prices that have been in force on California fruits since the 4th of July, which as usual marked the beginning of the period of large shipments to the Canadian market. Declines have been general, plums, peaches, apricots and pears all having dropped about \$1 per box at this week's auction, so that apricots, plums and peaches are now \$2, and pears \$5 per box. New arrivals on market are peaches in basket, six to the crate at \$3.50, Montreal gooseberries at 40c per gal, cherries in basket at 75c per 6 qt. basket, and American raspberries at 12c per box. Canteloupes are down to \$3.50 per crate, and pineapple and all kinds of oranges are about finished, and pines have firmed up and are now \$3 to \$3.50 per crate. Montreal strawberries are offered at unchanged prices and other varieties are pretty well out of market. Watermelon are unchanged in price but are arriving more freely and Montreal strawberries are very plentiful.

Apricots, 4 basket crate	2 00
Bananas, bunches	2 50
Cantaloupes, per crate	3 50
Cherries, crates	2 50
Cherries in baskets, per 6 qt. basket	9 75
Grapefruit, 46-54-64-80-96	7 00
Gooseberries, per gal.	0 40
Lemons—	
California	3 25
Verdellis	5 00
Messina, 300 size, box	4 50
Oranges—	
Valencias, late	4 75
Jamaica, 196-200-216	2 50
Porto Rico, 136-150-250-288	2 50
Plums, 4 basket crate	2 00
Peaches in baskets, 6 to crate	3 50
Peaches	2 00
Pears, Calif., per box	5 00
Pineapples, 18-24 and 30-36	3 00
Raspberries, American, per box	0 12
Strawberries, per box	0 08
Limes, per box	1 25
Watermelons, each	0 50

were fairly numerous and are as follows: Baltimore cabbage, now \$2.50 per crate; new carrots declined 5c to 20c and are now 25c to 30c; cukes in hamper down 75c and now \$1.50, and Montreal per doz., down 25c and now 50c; Montreal head lettuce down 30c and now 40c, and curly lettuce down 10c, and now 15c per doz.; Montreal peas in 20 lb. bags at \$1.50. Missouri flat tomatoes are expected to be out of market this week, and have been firmed up in consequence and are now \$1.40 per crate. New arrivals are as follows: Montreal hamper peas, first car of Jersey tomatoes at \$3.50 per crate, Baltimore cabbage, Montreal peas, new parsnips at \$1 per doz bunches, new turnips at 75c per doz. bunches, new beets at 50c per doz. bunches, and first car Spanish onions is on market at \$6 per case. Head lettuce is very plentiful; first car of season of American corn is expected latter part of week at 50c per doz., and all indications point to a very good vegetable crop locally.

Beets, bag	2 00
Beets, new, per doz. beets, Montreal	0 75
Beans, wax, N.Y., per basket	1 25
Beans, green, N.Y., per basket	1 25
Cabbage, Baltimore, crate	2 50
Beets, new, per doz. beets	0 50
Cabbage, Montreal, per doz.	0 75
Carrots, bag	1 00
Carrots, new, per doz. beets	0 25
Canflower, Montreal	1 50
Celery, green top	2 75
Celery, per doz.	0 75
Celery, Wash, per doz.	1 40
Cucumbers, bumper	1 50
Cucumbers, Montreal, per doz.	0 50
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 40
Curly lettuce, doz.	0 15
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00
Onions—Spanish onions, per crate	6 00
Parsnips, new, per doz. beets	1 00
Parsley, Bermuda	0 75
Parsley, new, doz.	0 75
Parsley, Montreal, per doz.	0 40
Peas, Montreal, per 20 lb. bag	1 50

Potatoes—	
So. Carolina	4 25
New, per bbl.	4 25
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	1 90
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, Montreal, box	0 50
Turnips, new, per doz. beets	0 75
Turnips, bag	1 00
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25
Tomatoes, Jersey, per crate	3 50
Tomatoes, Missouri, flat.	1 40
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

TORONTO

FRUIT.—There is a firmer feeling over the price of strawberries. During the past week they have been arriving in goodly quantities but the price has remained steady at 8½ to 11 cents a quart basket. The present week is expected to see the apex of the supply, but dealers do not look for the berries to go lower than 8½ to 9 cents. There has been a good demand even in the face of higher prices for sugar. Wholesalers assert that the price of sugar has apparently had little to do with the consumption of berries. They point out that if sugar is high there is a plentifulness of money. The first harvest apples arrived from Delaware on Tuesday of this week. They are the Transparent variety and are being sold at \$2 to \$2.25 per American bushel. Some red currants have made their appearance on the market during the week and are selling in the 6-quart baskets at 50 cents, while the quart baskets are quoted at 8 to 9 cents. Cherries are plentiful. Some Okanagan Winesaps were on sale at \$2.50 to \$3 per box, this being the last of the old crop. Gooseberries have been a glut in the market during the past week and prices have been low. Eleven-quart baskets have been selling as low as 35 and 75 cents, according to the size, while the 6-quart size was quoted at 30 cents. In quart baskets the price was 4c to 5c.

Apples, Wine Saps	2 50	3 00
Apricots, 4 bus.	1 75	2 25
Bananas, bunch	1 75	2 50
Cantaloupes, stds.	5 00	
Cherries, Cal., box	2 75	2 50
Cherries, Can., 6-qt. hask.	0 25	0 60
Cherries, Windsor	0 50	1 25
Cherries, Oxnhearts	0 75	1 00
Dates, lb. box	0 75	0 04
Gooseberries, 6-qt. hask	0 25	0 50
Grapefruit—		
Cuban, case	4 00	4 50
Florida, case	5 00	
Grapes, Cal., case	3 75	4 00
Oranges—		
Late Valencias, case	4 25	4 50
Peaches, California, box	1 75	
Peaches, Georgia, crate	3 00	3 25
Pears, hexes	3 50	3 75
Plums, 4 baskets	1 75	2 75
Lemons, Verdelli, case	4 50	5 00
Limes, per 100	1 50	
Pineapples, Cuban	2 50	3 50
Strawberries, Can.	0 08½	0 12
Watermelons	0 60	0 75

VEGETABLES.—New potatoes are becoming more plentiful with each ad-
(Continued on page 36.)

VEGETABLES.—An active business is passing in practically all the new lines in sympathy with the general improvement noted in fruits and vegetables with the appearance of a regular supply of fresh vegetables, lower prices, and the usual active summer demand. Declines



FISH AND OYSTERS



Salmon Trout and Whitefish Plentiful

Demand for These Classes Has Been Heavy — Gaspe Salmon Near End of Season — Western Sockeyes Expected Soon at Higher Price Than Usual

MONTREAL

FISH.—Volume of trade passing continues to be fairly active and supplies are arriving in fair quantity. A feature of the situation has been the shifting of demand from the city to nearby summer resorts without, however, any loss to the total volume of sales. Military camps are also beginning to absorb large quantities of fish. Increase in supplies of halibut continues so that stocks available are more than ample without, however, seriously affecting prices which are fairly well maintained. Stormy weather on eastern coast has caused a scarcity in haddock and codfish and prices have advanced slightly in consequence. Mackerel are also scarce and firm and fishermen report that schools have had a very short stay on coast this year so that fresh mackerel are not expected to be plentiful until next September. Supplies of Gaspe salmon are short, and a firm feeling rules for future in consequence although the situation is expected to be relieved somewhat by the arrival in the near future of large supplies of Western salmon. Lake and river fish are still scarce with the exception of whitefish, which are selling at low prices. Dore and pike have advanced owing to shortage of arrivals and frogs legs are now at the height of the season, arriving in fair quantity and selling at good prices. Lobsters are in usual good demand at this season of the year and prices are firming and trade is very quiet in oyster, clams and all kinds of shell fish.

TORONTO

FISH.—The demand for fish during the past week has been fairly good, the lines on which there is an extra heavy demand being salmon trout and whitefish. These lines are quoted at 9c to 10c per pound. Eastern sea salmon or Gaspe is drawing toward the close of the season and consequently has advanced one cent. per pound. Haddock is plentiful and the prices this week are quoted at 7c per pound. There are some small quantities of mackerel arriving, quotations

being placed at 8c per pound. Steak cod is changing hands at 8c. Some British Columbia spring salmon is arriving on the market, and is selling at 14c. The season for sockeye salmon opened at the coast on July 1, but the run has been reported about two weeks late. This fish should begin to arrive in the near future. There is a possibility of higher prices prevailing for this class of fish as fishermen are scarce on the western waters. Indications about the first of the month seemed to show that little more than half the number of fishermen's licenses would be taken out this year as compared with last year.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured .....	.09	.09
Haddies, fillets, per lb. ....	.12	.10
Herring, Ciscos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60.....	1.00	1.00
Smoked herrings, medium, box ....	.15	.15
Smoked herrings, medium, box ....	.15	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kipper herrings, selected, 60 in box	1.20	1.50
Smoked salmon, per lb. ....	.16	.15-.17
Smoked halibut .....	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb. ....	.13	.13
Red, steel heads, per lb. ....	.12	.13
Pale qualla, dressed, per lb.....	.10	.11
Halibut, white western, large and medium, per lb. ....	.14	.13
Halibut, eastern, chicken, per lb. ...	.12	.12
Mackerel, bloater, per lb. ....	.10-.12	.10
Haddock, medium and alge, lb. ...	.06	.10
Market codfish, per lb. ....	.05	.08
Steak codfish, per lb. ....	.05	.08
Canadian soles, per lb. ....	.06	.08
Blue fish, per lb. ....	.15-.16	.18
Smelts .....	.12	.13
Smelts, extras .....	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike .....	.08	...
Grass pike, dressed .....	.09	...

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	8 00	8 00
Dried hake, medium and large, 100 lbs....	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case..	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes....	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 50
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	...
Best scallops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	2 50
Best shrimps, imp. gallon	2 00	2 50
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each....	0 50	0 75
Rockaways, 100	1 50	1 50
Blue points, small	1 00	1 00
Blue points, large	1 50	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Live lobsters, medium and large, per lb.	0 20	0 40
--	------	------

FRESH SEA FISH

	Montreal	Toronto
Halibut	13 —14	13
Haddock, fancy, express, lb.	5 —6	7
Mackerel, medium, each	16	..
Mackerel, per lb. ....	..	.08
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	7
Flounders, New York	9	7
Salmon, Western	15 —16	14
Salmon, Gaspe	13 —14	14

FRESH LAKE FISH

Carp, lb.	0 07	....
Pike, lb.	0 08	0 07
Perch	0 16	0 07
Suckers, lb.	0 06	0 10
Whitefish, lb.	0 13	.08½-10
Lake Erie whitefish .....	..	0 10
Herrings, each	0 02	0 03
Gaspereaux, each	0 02½	0 03
Lake trout	0 13	.09-10
Eels, lb.	0 08	0 08
Dore	0 14	0 12

FROZE LAKE AND RIVER

Whitefish, large, per lb. ....	.09-.09½	.09-.10
Whitefish, small tullibees .....	.07-.07½	.06
Dore, dress or round, lb. ....	.08½-.09	.09-.13
Pike, dressed and headless, lb. ....	.07-.07½	.07
Pike, round, per lb. ....	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—There is little to say about the fish market, staple lines remaining practically the same as last week. There is a plentiful supply and all lines seem to be selling well. The only change in quotations is in haddies, which are down to 11c per lb., and apparently are arriving in larger supplies. In staple lines the only fish that is difficult to secure is pickerel, which is offered at 10c per lb. Supplies of this fish will not be plentiful until August. Poultry continues scarce.

Fish—

Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 08
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickerel, lb.	0 10
Smoked gold-eyes, doz.	0 50

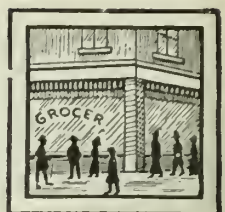
Poultry, Live—

Fowl	0 15
Broilers	0 25

A packing and abattoir plant will be erected in St. Boniface, Man., at a cost of \$75,000. This information was brought out at a meeting of the city council last week, when M. Blakensky appeared, and asked that he be granted a reduction of taxes such as is given to all new industries. The council approved of his plans, which call for a packing plant to be erected at the southeast end of Union stockyards on a four-acre lot.



FLOUR AND CEREALS



Flour Firm Because of Wheat's Strength

Rise in No. 1 Northern Wheat Has Been Three Cents During Past Week—Flour Prices Remain Firm—Export of Flour Has Been Fairly Heavy — Rolled Oats Have Advanced

MONTREAL

FLOUR.—Prices remain unchanged, but there has been a decided strengthening of the flour market following a spectacular rise in wheat which has tended to further improve a demand that was already beginning to grow more active before this latest development occurred and a firmer feeling rules. Wheat is \$1.14 $\frac{7}{8}$ as compared to \$1.11 $\frac{1}{8}$ per bu. a week ago, an advance that is equal to one of 20c per bbl. on flour, and No. 1 Northern wheat is \$1.14 $\frac{3}{4}$.

Winter wheat flour reacted promptly to the sudden wheat advance and is very firm at unchanged prices and general situation otherwise unchanged except for a more active interest in what has been a very dull line for some time past as a result of the rising market.

Manitoba Wheat Flour—		60, of 2 bags
First patents	.....	6 60
Second patents	.....	6 10
Strong bakers	.....	5 90
		Car Small
Winter Wheat Flour—		lots
Fancy patents	.....	5 85
90 per cent. in wool	.....	5 60
90 per cent. in bags	.....	2 70
		lots
		6 10
		6 80
		2 75

CEREALS.—There is an improved rolled oat demand for export, although domestic business continues to be quiet and prices are unchanged other than that the irregular and nominal prices that have ruled for some time past show the usual week to week variations. Feeling on whole is much firmer as result of a gradually strengthening oat market, which is now 44 $\frac{3}{4}$ c per bushel, with inquiries from wholesalers beginning to crop up, although no increased business has yet resulted. In contradiction to the general firm tone of market weakness is noted in some quarters, but is believed to be purely local in character, and is not expected to withstand any strong movement in the other direction.

Cornmeal—		Per 98-lb. sack
Gold dust	.....	2 50
Rolled Oats—		90's in jute.
Small lots	.....	2 75
25 bags or more	.....	2 60
Packages, case	.....	3 90
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	.....	10 per cent.
Rolled Wheat—		100-lb. bbls.
Hominy, per 98-lb. sack	.....	4 60
Hominy, per 98-lb. sack	.....	2 75
Corn flour, bag	.....	2 35
Rye flour, bag	.....	2 65
Barley, pot	.....	3 00
Barley, pearl, lb.	.....	0 04 $\frac{1}{2}$

MILL FEEDS.—Prices are unchanged and not very well maintained with

standard brands, varying from \$19.80 to \$22, with \$21, the nominal price, and \$24, for shorts in which prices are more evenly maintained. Ruling feature of undertone is one of firmness, however, on basis of depleted pastures, and feeling that usual early summer low point has been passed, so that a more active demand is hoped for very soon.

Mill Feeds—		Per ton
Bran	.....	21 00
Shorts	.....	21 00
Middlings	.....	26 00
Wheat moulce	.....	30 00
Feed flour, bag	.....	31 00
Mixed chop, ton	.....	32 00
Crushed oats, ton	.....	34 00
Oats, chop, ton	.....	34 00
Barley, chop, ton	.....	32 00
Feed oats, Manitoba, bush.	.....	0 57
Feed wheat, bag	.....	1 90

TORONTO

FLOUR.—Prices in flour have remained firm during the past week. The most noticeable change is in the firmness and increasing price of wheat. With a fair trade in export flour during the week and the tendency to advance the price of wheat there is little chance of a downward tendency. Black rust has appeared in the wheat in some of the Western States, and this has caused the firmness during the past few days. Millers, however, are not inclined to pay the advances asked in wheat. During the past week wheat went from \$1.19 $\frac{3}{4}$ per bushel for No. 1 Northern to \$1.23.

Manitoba Wheat Flour—		Small lots.	Car lots.
First patents	.....	6 70	6 50
Second patents	.....	6 20	6 00
Strong bakers	.....	6 00	5 80
Ontario winter wheat flour, 90 per cent.	.....	5 00	4 30

CEREALS.—There has been an advance of 30 cents per 90-pound bag in the price of rolled oats during the past week, the new quotation being \$2.95. Demands for export have caused the firmer tendency with this cereal. Split peas show the only other advance during the week, now selling at \$5 per 98 pounds as compared with \$4.85 of recent quotations. All other cereals remain firm and unchanged.

Barley, pearl, 98 lbs.	.....	4 20	4 40
Buckwheat grits, 98 lbs.	.....	4 60	4 60
Corn flour, 98 lbs.	.....	2 55	2 75
Cornmeal, yellow, 98 lbs.	.....	2 50	2 75
Graham flour, 98 lbs.	.....	2 75	2 75
Hominy, granulated, 98 lbs.	.....	3 00	3 00
Hominy, pearl, 98 lbs.	.....	3 00	3 00
Oatmeal, standard, 98 lbs.	.....	2 76	2 76
Oatmeal, granulated, 98 lbs.	.....	2 76	2 76
Peas, Canadian, boiling, bush.	.....	3 50	3 50
Peas, split, 98 lbs.	.....	5 00	5 00

Rolled oats, 90-lb. bags	.....	2 95
Rolled wheat, 100-lb. bags	.....	3 00
Rye flour, 98 lbs.	.....	3 00
Whole wheat flour, 98 lbs.	.....	3 30
Wheatlets, 98 lbs.	.....	3 30

FEEDS.—There have been some fluctuations in feed prices during the past week, bran, for instance, going as low as \$19 per ton. A firmer tendency is noted in bran which is now selling up to \$21. There is not much inquiry for this class of feed and very little is being offered. Middlings, shorts and feed flour hold firm at the prices of last week.

Mill Feeds—		per ton	Mixed cars
Bran	.....	21 00	21 00
Shorts	.....	24 00	24 00
Special, middlings	.....	26 00	26 00
Feed flour, per bag	.....	1 55	1 60
Oats—			
No. 3, Ontario, outside points	.....	0 49	0 50

WINNIPEG

FLOUR AND CEREALS.—First patents are quoted at \$6.60, which price has prevailed for several months. Domestic business is a little brisker, with indications of a good demand during the balance of July. Stocks of flour in the country appear to be getting low. Export business is picking up somewhat owing to adjustment of ocean freight rates on package goods, bringing them a little closer to rates on bulk wheat. There has been considerable trouble in this respect for some time, rates on wheat being 35c per cwt. and on flour 80c. This difference has worked a hardship on Canadian millers, but there is hope now of a very satisfactory adjustment, which will considerably help the export flour business.

The feed market is quiet, with a tendency to lower prices.

For some unexplainable reason there has been a brisk demand during the past week for bulk rolled oats, probably due to stocks in wholesalers' hands becoming low. Package trade continues quiet.

Flour—			
Best patents	.....	6 60	6 60
Bakers	.....	6 10	6 10
Cleas	.....	5 40	5 40
XXXX.	.....	4 40	4 40
Cereals—			
Rolled oats, 80 lbs.	.....	2 25	2 30
Rolled oats, pkgs., family size	.....	3 75	3 75
Wheat flakes, case	.....	3 75	3 75
Oatmeal, standard and gran., 98 lbs.	.....	2 75	2 75
Cornmeal, 98 lbs.	.....	2 45	2 45
Feeds—			
Bran, ton	.....	17 00	17 00
Shorts, ton	.....	18 00	18 00
Middlings, ton	.....	20 00	20 00
Mixed chop, ton	.....	3 00	3 00

The Cereal Watchman

—the old Scotsman,
stands between you and
inferior cereal products.

He represents goods of
merit and is the guarantee
that we live up to our
motto:

Quality, then Price

We guarantee lowest prices consistent with the highest quality. If you are not already a customer give us a trial order, remembering that we sell only Canadian products, made in Canada by Canadians.



Glance down this list of Quality cereals. Ask for quotations.

Dairy Feed	Split Peas
Cracked Corn	Pot Barley
Bran	Pearl Barley
Shorts	Brose Meal
Calfine	Graham Flour
Rainbow Flour	Wheatlets
Gold Seal Flour	Gluten Flour
Lily Flour	Beans
Goldie's Star Flour	Boiling Peas
Puritan Flour	Corn Meal
Echo Flour	Whole Wheat Flour
White Dove Flour	Cut Oatmeal
Tillson's "Scotch"	Tillson's
Fine Cut Oatmeal	Premium and
and "Scotch"	Pan Dried Oats
Health Bran	Quality Oats

**CANADIAN CEREAL and FLOUR MILLS
CO., Limited, TORONTO**

\$500 Monthly Turnover in Provisions

A Hamilton Grocer Proves This to be 35 Per Cent. of Total Turnover—Insists on the Plentiful Use of Ice—Provision Window Every Day is a Great Help—Details of Methods Which Have Built Up Good Trade in Meats and Produce

J. GLOCKLING, of King street east, Hamilton, considers provisions a mighty important part of his business. In fact he says they are the most important group of lines which he handles. Although he has not been in business an inordinately long time he has proved the value of concentrating upon the provision end of his business, and has worked up to a turnover on provisions alone of about \$500 a month. The location of his store is not exceptionally good so that \$500 a month (\$6,000 a year) is a turnover in provisions of which no grocer need be ashamed.

Mr. Glockling recently discussed with Canadian Grocer the ways and means by which he had arrived at his present position with regard to provisions. "Provisions are over a third of my total business," said he to Canadian Grocer, "they run fully 35 per cent. The monthly turnover is at least \$500; sometimes it is more than this.

Use Lots of Ice

"I believe that there are two or three important rules to follow in provisions, which, if followed, will bring results. The first is the importance of the use of ice.

I do not think sufficient stress is laid upon this matter. Some dealers will get in more wrongly with customers over the non-use or the insufficient use of ice, than over many other questions. I believe in using plenty. If I find I can afford it I intend to have a much larger refrigeration plant in this store. The one I have adequately takes care of such refrigeration as I need at present, but I am expecting my business to grow."

Mr. Glockling's ice refrigerator is at the end of the store, and in it are contained butter and cheese, in one compartment, while cooked meats are kept sweet and clean in another. He is very correct in his views of the ice question. Several grocers have had difficulty in building up a trade in provisions, and it has not occurred to them that the reason they have not been able to encourage customers in buying these lines has been that they have not put them up so that they were made appealing.

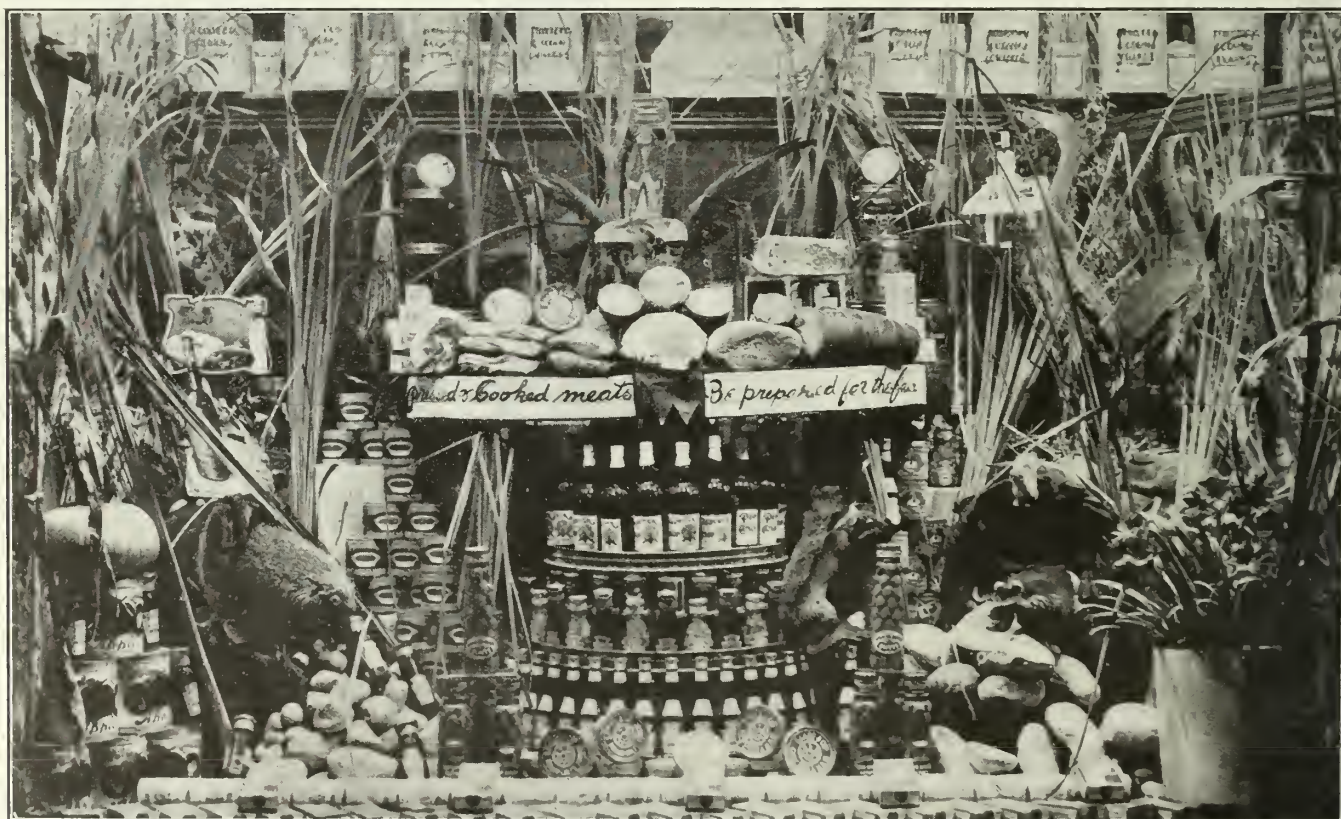
Display Every Day

"The greatest aid to selling," said Mr. Glockling, "in my case, at any rate, has been a constant use of the window. Provisions are to me such an important

part of the business, that I invariably have a display of provisions in the window, sometimes to the total exclusion of everything else, and always in such a way that they are the central feature. With provisions featured in the window six days a week, the idea must occur to such people as pass the window that it is the window of a store which specializes in the things displayed in the window."

His window is not a large one, but use is made of every inch of space. Things are so arranged that they are cold and clean, and not crowded. Nor are they left there long enough to feel the bad effect of the hot air. Butter and cheese are rarely, of course, in the window in the hot weather, in the winter it is a different matter. But butter in the window with the hot sun beating down upon it is not a good move.

"I have found the best advertising I could do," went on Mr. Glockling, "was by having this window continually appealing. The window is the index to the character of the store, and it has been my aim to keep the window perennially fresh."



Making provisions the centre of the window is a good scheme in these "cooked meats" days.



PRODUCE AND PROVISIONS



Cooked Meats Increase in Price

Big Demand on Account of Warm Weather—Butter Easier in Price — Cheese Market Weak, With Lower Prices—Receipts of Poultry Increasing—Good Consumption of Eggs.

MONTREAL

PROVISIONS.—Prices are unchanged but market is very firm in all lines, and a further strengthening in Chicago has added to feeling here so that any upward movement is not impossible. Demand for smoked and cured meats is exceptionally good and feeling amongst packers is very firm as scarcity prevails and output goes into immediate consumption. Lard is firm and unchanged in price, which is well maintained and an active trade is passing.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.		0 22
Bacon—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 26
Roll		0 18
Shoulders, bone in		0 16
Shoulders, boneless		0 17
Cooked Meats—		
Hams, boiled, per lb.		0 34
Hams, roast, per lb.		0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess		30 00
Heavy short cut clear		32 00
Clear fat backs		33 00
Clear pork		33 00
Lard, Pure—		
Tierces, 550 lbs., net		0 17
Tubs, 50 lbs. net		0 17½
Tins, 50 lbs. net		0 17½
Pails, wood, 20 lbs. net		0 17½
Pails, tin, 20 lbs., gross		0 17
Cases, 10 lbs. tins, 60 in case		0 17½
Cases, 3 and 5-lb. tins, 60 in case		0 18½
Bricks, 1 lb. each		0 19½
Lard, Compound—		
Tierces, 375 lbs. net		0 14½
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs., net		0 15½
Pails, tin, 20 lbs. net		0 15½
Cases, 10-lb. tins, 60 in case		0 16½
Cases, 3 and 5-lb. tins, 60 in case		0 16
Bricks, 1 lb. each		0 17
Hogs—		
Dressed, abattoir killed, cwt.		16 25

BUTTER.—Prices to trade continue unchanged, but an easier feeling rules and buying prices are 1c to 1¼c lower than ten days ago owing to a lower cheese market, and a lack of export demand combined with heavy production. Cables on Danish and Irish butter are lower, present local prices are now said to be more in keeping with export situation. Quality continues to be as good as in June. Dairy is more plentiful and prices easier with several cars of Manitoba dairy in transit and one

car Manitoba creamery already received.

Butter—	
Finest creamery, fresh made	0 31
Dairy prints	0 25
Dairy, solids	0 25
Separator prints	0 26
Bakers	0 23

EGGS.—Market remains steady and unchanged with local demand exceptionally good and an active trade passing and consumption expected to remain large in view of high prices for all meat products. Buying price in country has advanced, and is now up to 26c at stores for straight run of eggs in some cases, and feeling is that this is higher than the facts warrant. Dealers report heavy loss in eggs due to heat and same is charged to shippers. Some buying has occurred on quality basis with an extra price for new lays and a different one for No. ones and twos. Export continue to be large, but mostly consist of U.S. current receipts with very few Canadian fresh going. There is some enquiry for fall shipment, but very little business passing in this line partly owing to 5c per doz. ocean freight rate. Several cars of Manitoba eggs have been received and quality found to be fairly satisfactory and western stores reported paying only 20c to 22c per doz. for same.

Eggs, case lots—	
No. 1's	0 29 0 29
Extras	0 32

CHEESE.—Market declined 2c as result of continued large offerings and in active demand so that movement was common to all boards, and 1916 make is down to from 16c to 17c. Lowest point of 14c was reached at St. Hyacinthe and varied up to 15¼c. Weakness rules feeling for future and exporters at present see no signs of a let up in this movement. Cable demand is very light and production exceptionally heavy, so that an accumulation of stocks and further declines are not impossible.

Cheese—	
1916 make	0 16 0 17
Stilton	0 22
1915 make	0 20

POULTRY.—Deliveries show increase over previous week, and broilers show better quality and are in good demand, but prices are practically un-

changed. Some ducklings are being received but are proving unsaleable owing to not having been fattened sufficiently. Outlook for a steady increase in supplies is very good, but is stated not to be beyond local powers of absorption.

Poultry—	
Frozen Stock—	
Turkeys	0 29 0 31
Ducks	0 26
Geese	0 17 0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30
Roasting chickens, ordinary	0 22
Squabs, Canadian, pair	0 50
Squabs, Philadelphia, pair	0 70
Pigeons, pair	0 25 0 30
Fresh Stock, Dressed—	
Fowls, large, per lb.	0 25
Fowls, small, per lb.	0 23
Turkeys, Tom, per lb.	0 27 0 28
Turkeys, Hen, per lb.	0 28 0 30
Broilers, per pair	1 25 1 40
Live Stock—	
Fowl, lbs. and vore	0 22 0 23
Fowl, small	0 20 0 21
Turkeys	0 22 0 23
Ducks, young	0 28 0 30
Ducks, old, per lb.	0 20
Geese	0 13 0 15
Chicken	0 15 0 18

HONEY.—New crop has begun to arrive and quality is exceptionally good and reports coming in are expected to show some improvement over earlier ones on size and quality of new crop. Prices remain unchanged.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

MAPLE SYRUP.—Prices remain unchanged on a dull market, which is without feature of interest to report.

Maple Sugar—	
In blocks, bright, per lb.	0 14 0 15
In blocks, dark, per lb.	0 10 0 12
In tubs, per lb.	0 09 0 10
Maple Syrup—	
In 8½ lb. tins, each	0 90 1 00
In 13½ lb. tins, each	1 40 1 50

TORONTO

PROVISIONS.—There has been a big demand for cooked hams during the past week owing to the warm weather. In fact this holds true with respect to all cooked meats. In consequence the prices are all up 1 cent per pound. Boiled hams are now quoted at 34c and 35c, roast hams at 34c to 35c, boiled shoulders at 29c to 30c, with roast shoulders at the same price as boiled shoulders. The prices of hogs remain firm, being quoted at \$11.75 live weight, and \$16.50 to \$17 dressed. All other provisions remain firm at recent quotations.

Hams—			
Light, per lb.	0 23½	0 24½	
Medium, per lb.	0 22½	0 23½	
Large, per lb.	0 21½	0 22½	
Bacon—			
Plain	0 27	0 28	
Homeless, per lb.	0 28	0 29	
Pea meal, per lb.	0 28	0 29	

Bacon—			
Breakfast, per lb.	0 25	0 29	
Roll, per lb.	0 20	0 21	
Shoulders, per lb.	0 20	0 21	
Pickled meats—1c less than smoked.			

Dry Salt Meats—			
Long clear bacon, ton lots	0 18	0 19	
Long clear bacon, small lots	0 18½	0 19½	
Fat backs, lb.	0 16	0 17	

Cooked Meats—			
Hams, boiled, per lb.	0 31	0 35	
Hams, roast, per lb.	0 34	0 35	
Shoulders, boiled, per lb.	0 29	0 31	
Shoulders, roast, per lb.	0 29	0 30	

Barrelled Pork—			
Heavy mess pork, per bbl.	30 00	31 00	
Short cut, per bbl.	32 00	33 00	

Lard, Pure—			
Tierces, 400 lbs., per lb.	0 17	0 17½	
Tubs, 60 lbs.	0 17½	0 17½	
Pails	0 17½	0 18	
Bricks, 1 lb., per lb.	0 18½	0 19	

Lard, Compound—			
Tierces, 400 lbs., per lb.	0 14½	0 14½	
Tubs, 50 lbs.	0 14½	0 14½	
Pails, 20 lbs., per lb.	0 14½	0 15	
Bricks, 1 lb., per lb.	0 15½	0 16	

Hogs—			
Liv	11 50	11 75	
Dressed, abattoir killed	16 50	17 00	

BUTTER.—Conditions have been ideal for butter-making during the past week and as a result the market has shown an easier tendency. The make has been large and all store houses are assured a certain supply. Wholesalers are not anxious about the future. A good export trade continues to the Old Land. Toronto prices have declined a half cent during the week.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 29	0 30
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—Prices in cheese have declined 1c per pound during the last week. With only a fair local demand and no large orders for export there has been a weakness in the market. New cheese is being quoted at 17c to 18c per pound, with new twins at 17½c to 18½c per pound. The stocks of old cheese are limited, with no price changes recorded.

Cheese—			
New, large, per lb.	0 17	0 18	
New, wins, per lb.	0 17½	0 18½	
Sept., large, per lb.	0 22		
Sept., twins, per lb.	0 22½		
Sept., triplets, per lb.	0 22½		

EGGS.—Consumption of eggs has been good and prices have remained firm in consequence. The storing season is practically over, with prices unchanged. It is reported that quite a few cars of Western Canadian eggs are arriving in the East centres and buyers are looking for lower prices in the near future in consequence. With the storing season over and consignments of western eggs on the market there would appear to be ample ground for a downward movement.

Eggs—			
New laids, cartons	0 31	0 33	
New laids, ex-cartons	6 29	0 31	

POULTRY.—Receipts in poultry are gradually increasing, which has had the effect of making the market somewhat easier. Buyers are paying 14c to 16c per lb, changing hands at 16c to 18c delivered at Toronto.

Poultry—			
Spring broilers (1½ lbs. and over)	0 30—0 40	0 35—0 40	
Old fowl, lb.	0 16—0 18	0 20—0 22	
Milk-fed	0 17—0 20	0 25—0 26	

HONEY.—Reports for the new crop of honey are most favorable. With abundant rains the clover has grown in great abundance, and the honey extracted therefrom by the bees is stated to be of an excellent quality. Present stocks of honey are quoted at the same figures as last week.

Honey—			
Buckwheat, bbls., per lb.	0 07½	0 07½	
Buckwheat, tins, per lb.	0 07½	0 08½	
Clover, 50 lb. tins, per lb.	0 13½	0 13½	
Clover, 10 lb. tins, per lb.	0 14	0 14½	
Clover, 5 lb. tins, per lb.	0 14	0 14½	
Comb. No. 1, doz.	2 50	3 00	
Comb. No. 2, doz.	2 00	2 40	

WINNIPEG

PRODUCE AND PROVISIONS.

Live hogs are unchanged from last week, and are quoted at \$10.50-10.75. Receipts have been somewhat lighter, and will continue to be light from now on to the fall. There is no change in quotations on meats or lard. Creamery butter prices are still firm, fresh-made creamery being sold at 30c for No. 1 and 29c for No. 2. Following the abundant rain and warmer weather, there should be a fair-sized volume of butter on the market. Receipts of dairy are still very good, and quotations for best are 24c, and for No. 2, 21-22c. Receipts of eggs are fair, though the quality is naturally very poor, which, as everybody knows, is due to the hot weather. No. 1 candled eggs are selling at 25-26½c. Quotations on cheese are much lower—19-20c, which is the lowest point reached this year. There is a feeling in some quarters that the market has been too high.

Hams—			
Light, per lb.	0 22	0 23	
Medium, per lb.	0 20	0 21	
Large, per lb.	0 19	0 20	
Bacon—			
Breakfast, per lb.	0 22	0 23	
Breakfast, select, lb.	0 26	0 28	
Backs, per lb.	0 22	0 25	

Dry Salt Meats—			
Long clear bacon, light	0 16½		

Cooked Meats—			
Hams, boiled, per lb.	0 31		
Shoulders, boiled, per lb.	0 23	0 24	
Roast hams, lb.	0 35		

Barrelled Pork—			
Mess pork, bbl.	27 00		

Lard, Pure—			
Tierces	0 16		
Pails	3 32½		
Cases, 10s	10 05		
Cases, 5s	10 13		
Cases, 3s	10 20		
Cartons	0 17½		

Lard, Compound—			
Tierces	0 13½		
Tubs, 5½s, net	6 74		
Pails, 20s, net	2 80		

Butter—			
Fresh made creamery	0 29		
Creamery, No. 2	0 28		
Best dairy	0 24		
No. 2 dairy	0 21	0 22	
Cooking	0 16	0 18	

Eggs—			
New laids	0 26	0 26½	
Cheese—			
Ontario, large	0 19		
Ontario, twins	0 20		

FRUIT AND VEGETABLES

(Continued from page —)

vaning day and prices accordingly are on the downward grade. This week they were quoted at \$4 to \$4.25 per basket, as compared with \$4.50 to \$4.75 last week. For the most part they are of a fine quality. Some Baltimore tomatoes arrived during the week and are selling at \$3.50 in carriers containing six baskets each. A considerable quantity of American cabbage is being handled,

the price asked being \$2.50 to \$3 per case. Canadian cabbage is selling at \$3.75 to \$4 per case. Cucumbers have declined during the week and are now being quoted at \$1.50 to \$2 per hamper.

Asparagus, 11 qts.	1 00	1 50
Cabbage, new, case	2 50	3 00
Cabbage, Canada case	3 75	4 00
Beets, doz. bunches	0 40	0 60
Beans, green	2 00	2 25
Carrots, new	0 50	0 60
Carrots, case	4 00	4 25
Celery, Canadian, case	1 25	
Cucumbers, hamper	1 50	2 00
Cucumbers, basket	1 00	1 25

Onions—			
Texas, Bermuda, crate	2 75	3 00	
Green, doz., bunches	0 20	0 30	
Lettuce, leaf, doz.	0 15	0 25	
Lettuce, head, doz.	0 40	0 50	
Mushrooms, imported, 6-qt.	2 00	2 25	
Mint, 6 qt. basket	0 40	0 50	
Parsley, 11 qt., basket	0 15	0 30	
Peas, green, Canadian, basket	0 69	0 93	
Peppers, green, basket	0 60	0 75	

Potatoes—			
N. B. Delaware, bag	2 00	2 10	
Ontario, bag		1 90	
New, barrel	4 00	4 25	
Radishes, doz.	0 12½	0 20	
Rhubarb, doz.	0 20	0 25	
Spinach, hamper	0 50	0 75	
Tomatoes, in carriers of 6 bks.		3 50	

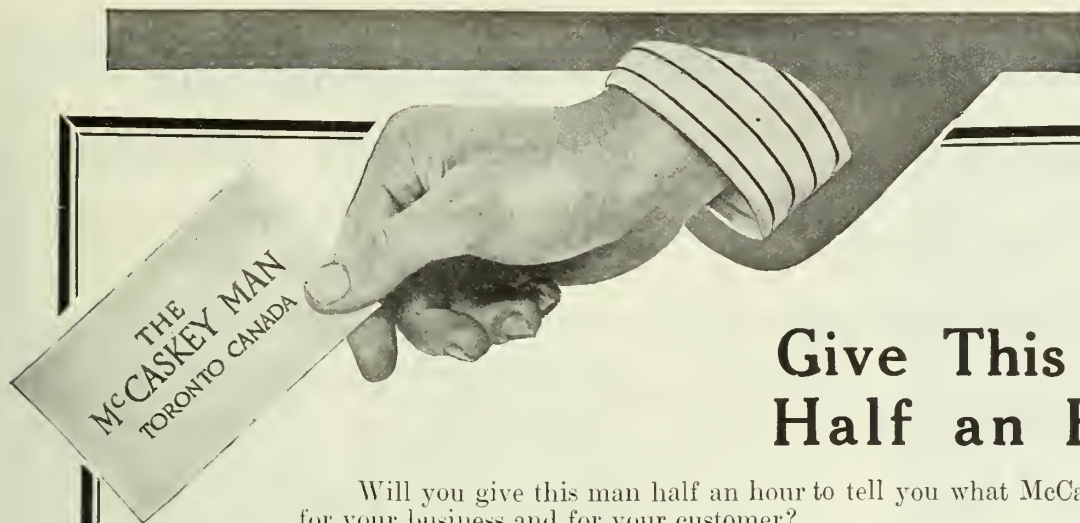
WINNIPEG

FRUIT AND VEGETABLES.—Strawberries continue the big sellers, and supplies which are being secured from British Columbia are quoted at \$3.75 for 24 pints. A car of Ontario beans came in last week, but the quality was such that it is not likely any more will arrive. Pineapples are practically done for, and this line will not be a big seller from now on. Florida pineapples are all off the market. Apricots continue to be quoted at \$2.25-\$3.50 per crate, and are still very scarce. A decline taken place in water melons, which are now offered to the trade at \$7. There is still a big demand for tomatoes Mississippi, which are offered at \$1.50 per crate of four baskets. Cabbages are now being sold in crates instead of by the pound, and are quoted at \$4.00. Minnesota asparagus is off the market, and this applies more or less to all asparagus. New potatoes are getting cheaper, and are quoted at 4c; they are likely to be lower before very long.

Fresh Fruits—			
Bananas, lb.	0 64½		
Cherries, 10 pt. box	3 00		
Cherries, 24 pt. box	5 40		
Cantaloupes, crate	7 00		
Grapefruit, case	6 00		
Strawberries, B.C.'s, case 24 qts.	3 75		
Washington box apples	2 50	3 25	
Valencia oranges, case	5 50		
California lemons	6 50		
Plums, crate	1 75	2 25	
Peaches, crate	1 75		
Apricots, crate	2 25	3 50	
Watermelons	7 00		

Vegetables—			
Cabbage, new, crate	4 00		
Peppers, per basket	0 75		
Mushrooms	0 93		
Carrots, per lb.	0 03½		
New potatoes, lb.	0 04		
B.C. potatoes	0 93		
Alberta potatoes	0 90		
Garlic, per lb.	0 25		
California head lettuce, case	4 00		
California onions, sacks	5 00		
Mississippi tomatoes, crate 4 baskets	1 50		
Green peas, lb.	0 20		

After a stiff fight the proposal to revert to standard time on July 15 was turned down by the Brantford city council by a vote of 8 to 7. To keep in with Hamilton the reversion will be on August 31, in place of September 15.



Give This Man Half an Hour

Will you give this man half an hour to tell you what McCaskey Service can do for your business and for your customer?

He's the McCaskey man and he knows the charge account business from A to Z. His bread and butter depends upon his knowing that business. If you will spend half an hour with him you can't help getting some mighty good ideas that will fit your business and you'll be perfectly welcome to them whether you give him an order or not.

McCaskey Service means as much to your customer as it does to you. For your customer is just as much interested in knowing how much he owes from day to day and in having his accounts kept in the simplest way and with the least possible expense as you are yourself.

McCaskey Service pays for itself in the average business in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

If you give the McCaskey man half an hour of your time to tell his story it will be worth your while. All you need to do is sign and mail the coupon.

McCaskey Systems, Limited.

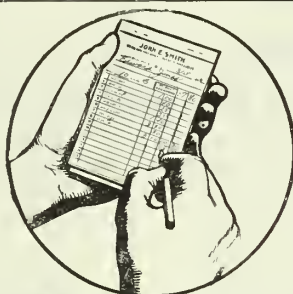
Gentlemen: I will be glad to give the McCaskey man half an hour to tell me how McCaskey Service saves the merchant time, money and mistakes.

Name

Address

TownProf.....

McCASKEY



Toronto, Canada

McCASKEY
"ONE WRITING"

Furnivall's

**FINE
FRUIT
PURE JAM**

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

Get up a window display of Furnivall Jams to-day and prove to your own satisfaction what a profitable line this really is.

Furnivall's quality will not disappoint. The fruits used and the process employed in their manufacture guarantee positive customer-satisfaction.

Begin now to push Furnivall's.

FURNIVALL-NEW, Limited
Hamilton Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



Made
in Canada

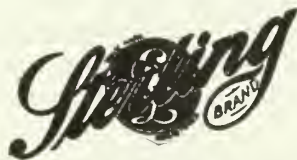
Stock "Sterling" Raspberry Vinegar for big Summer Trade

The hot, thirst-producing Summer days will quickly create a big demand and keep customers coming to your store for more of that deliciously cooling and healthful beverage—

"Sterling" Raspberry Vinegar

A refreshing goodness that satisfies and invigorates and a lingering flavor that keeps them coming back for more—that's the quality embodied in "Sterling" Raspberry Vinegar. And the margin of profit makes it well worth your while to get this popular summer drink into your store right now.

Send for trial supply.



T. A. Lytle Co., Limited
STERLING ROAD - TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND
CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 55 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots and over	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.
JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top
	16 oz. glass
	2 doz. case
	Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/4 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.
Brands—Aylmer, Simcoe, Quaker,
Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case. 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 50

SOPADE sales are so much extra business. Sopade does not take the place of soap powder or soap. It is a distinct product made only to soften water and needed almost everywhere for that purpose.

Even if you now sell other water softeners,

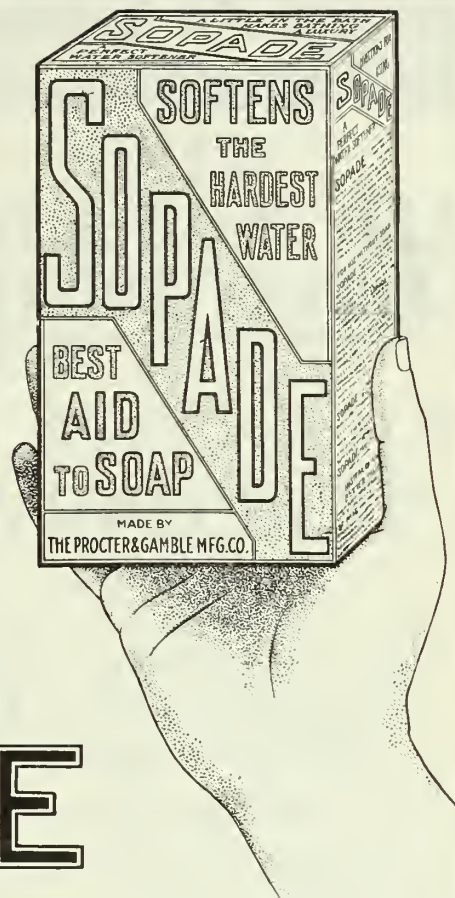
SOPADE

will bring you business that you are not getting now because it is not only effective but so safe and harmless that it is used for softening the water for toilet and bath.

People who formerly bathed in hard water rather than risk the use of water softeners would not think of washing even the hands without softening the water with Sopade.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Sopade advertising matter for your local use.



Other Procter & Gamble products made in the Procter & Gamble factories at Hamilton, Canada, include Ivory Soap, Gold Soap, P. AND G. —The White Naphtha Soap, Pearline and Crisco.

WESTERN CANADA MANUFACTURERS' AGENTS AND WHOLESALE GROCERY BROKERS

W. H. ESCOTT CO., LTD. CALGARY

(E. H. Delfer, Manager)

Branches at
REGINA, CALGARY and
EDMONTON

Head Office: Winnipeg

"Excelsior" Brooms and Whisks are well-worth featuring

A little stock of "Excelsior" brand Brooms and Whisks displayed in a corner of your store will net you many extra dollars of profit. There are no FANCY PRICES on any of our brooms. The advances represent actual labor and material costs.

To all points between Ottawa and Windsor we ship F.O.B. destination at the following prices:
Common Broom, 4 strings, 21 lbs., doz...\$2.90
Good Corn, \$3.40, \$3.90, \$4.25 per doz.

Polished Handles, plush, carpet, corn, \$4.25, \$4.50, \$4.80 and \$5.25 per doz.

Whisks, \$1.15 and up; toy brooms, 2 strings, 90c.



J. C. SLOANE CO.

Makers of Fine Brooms and Whisks

845 5th Avenue, - Owen Sound, Ontario

If outside this district, let us quote you special freight rates. You will be interested in our complete price list, which will be mailed you on request. Send for it now.

Perfection chocolate, 10c size, 2 and 4 doz. lu box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 50

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 25
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60..	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$21.00; 14s, \$43.00.	
Roast Beef, ¼s, \$1.75; 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Boiled Beef, 1s, \$2.90; 2s, \$5.40; 6s, \$20.00.	
Jellied Veals, ¼s, \$1.75; 1s, \$3.00; 2s, \$4.50; 6s, \$21.00.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$1.75; 1s, \$3.00; 2s, \$5.40.	

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED — RELIABLE GROCERY AND provision clerk; one with several years' experience; must be a good salesman. Apply Barnsdale Trading Co., Limited, Stratford, Ont.

A NEW FIVE, TEN AND FIFTEEN CENT department has been opened in the store of the W. W. Cooper Company, Limited, Swift Current, Sask. Manufacturers of lines suitable for a department of this kind are requested to send catalogues.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED — POSITION AS TRAVELLING salesman by man with four years' road experience wholesale groceries and long retail experience. Well acquainted north and west of North Bay. Would consider responsible inside position, wholesale or retail. Box 147, Canadian Grocer.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.


WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

OAKLEY'S KNIFE POLISH



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

ASSIGNEE'S SALE

IN THE MATTER of the Estate of M. Aubin & Son, of the City of Sault Ste. Marie, in the District of Algoma, Grocers, Insolvent.

Sealed tenders addressed to the undersigned and endorsed "Tender for assets of M. Aubin & Son, Insolvent," will be received at the office of the undersigned, Corner of Pim and Queen streets, Sault Ste. Marie, Ontario, up to and including Saturday the 15th day of July, 1916, for the following assets of the estate of M. Aubin & Son, Insolvent.

(1) Stock-in-trade of groceries inventoried at \$1,407.98.

(2) Fixtures and fittings, horse, delivery rigs, etc., suitable for grocery business valued at approximately \$1,000.00.

(3) Equity in the northly 10 ft. of lot 8 and lot 9 in the Stafford subdivision, Sault Ste. Marie, Ontario, west side of Kholer street. On the property is said to be erected a large brick clad residence with stables and sheds in rear. Registered against the property are encumbrances amounting to \$4,000.00.

Tenders will be received for the whole of the above assets but the stock-in-trade and fixtures will not be separated. Tenders will be received for the stock-in-trade and fixtures together or for the equity in the lands separately.

Each tender must be accompanied by an accepted cheque on a chartered bank payable to the undersigned equal to ten per cent. of the amount of the tender, which will be forfeited if the person tendering declines to complete the purchase when called upon to do so.

The highest or any tender not necessarily accepted.

Inventory and further particulars may be obtained from the undersigned.

GEORGE FLETT, Jr.,
Assignee.

Dated at Sault Ste. Marie, Ontario, this 28th day of June, 1916.



Have no fear about stocking this cocoa heavily. The national advertising campaign it receives, stimulates the demand — once bought always bought.



Therefore push it thoroughly this year — the demand lasts.

Made in the most up-to-date chocolate plant in the world.

COWAN'S
COCOA—
"Perfection Brand" Purest and Best

A-70

Cambridge Sausage, 1s, \$3.00; 2s, \$5.00.

Pigs' Feet, 1s,; 2s, \$4.25.

Boneless Pigs' Feet, ½s, \$1.50; 1s, \$2.50.

Lambs' Tongues, ½s, \$1.90.

Sliced Smoked Beef, tins, ½s, \$1.70; 1s, \$2.65; 4s, \$13.50.

Sliced Smoked Beef, glass, ½s, \$1.20; ½s, \$1.90; 1s, \$2.75.

Tongue, Ham and Veal Pate, ½s, \$1.45.

Ham and Veal, ½s, \$1.20.

Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.

Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.45.

Ox Tongues, tins, ½s, \$3.00; 1s, \$5.50; 1½s, \$7.50; 2s, \$10.50.

Ox Tongues, Glass, 1½s, \$10.50; 2s, \$13.00.

Mince meat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4.4s, \$5.50; 5s, \$7.

In Pails, 25 lbs., 10½c lb.

In 50 lb. Tubs, 10½c.

In 85 lb. Tubs, 10c.

In Glass, 1s, \$2.25.

Plum Pudding, 1s, \$2.30; 2s, \$3.

Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.

Pork and Beans, Plain Tails, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.60. Individuals, 55c doz.

Pork & Beans, Tomato Se. Tails, 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.60; Individuals, 60c doz.

Pork and Beans, Chili, 1s, 75c; 2s, tall, \$1.15; 3s, flat, \$1.60; Individuals, 60c doz.

Tomato Sauce, 95c doz.; plain, 95c doz.

Pork and Beans, 1½, Chili Sauce, 95c doz.

Vegetarian Baked Beans, Tomato Sauce, Tails, \$1.20.

Clark's Chateau Chicken Soup, \$1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, ½s, 95c; 1s, \$1.30 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.

English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14½

Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 20 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ¼c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies

BASIN DE VICHY WATERS,

L'Admirable, 50 btles, litre, cs. 5 50

Neptune 7 00

San Rival 8 00

VICHY LEMONADE

La Savoureuse, 50 btles, cs. 8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE

AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15

Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95

Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05

Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 38

Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 25

Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34½

Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32

Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

Per doz. tins

D. S. F., ¼-lb. \$ 1 60

D. S. F., ½-lb. 2 90

D. S. F., 1-lb. 5 75

F. D., ¼-lb. 0 90

Per jar

Durham, 4-lb. jar 0 95

Durham, 1-lb. jar 0 31

JELLY POWDEES

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

5c 10c

Round Oval lith.

litho. dredge.

dredge, 2½ oz.

Per doz. Per doz.

Allspice \$0 45 \$0 90

Arrowroot, 4 oz. tins, 85c 0 45 0 90

Cayenne 0 45 0 90

Celery salt 0 45 0 90

Celery pepper 0 45 0 90

Cinnamon 0 45 0 90

whole 5c.

pkgs., window

front, 45c 0 45 0 90

Cloves 0 45 0 90

Cloves, whole, 5c.

pkgs., window

front, 45c 0 45 0 90

Curry powder 0 45 0 90

Ginger 1 25 0 90

Mace 0 45 0 90

Nutmegs 0 45 0 90

Nutmegs, whole,

5c pkgs., window

front, 45c 0 45 0 90

Paprika 0 45 0 90

Pepper, black 0 50 0 90

Pepper, white 0 45 0 90

Pastry spice 0 45 0 90

Pickling spice,

window front, 90c 0 45 0 90

Shipping weight

per case 10 lbs. 15 lbs.

Dozens to case... 4 4

Domestic Fruits and Vegetables

arriving daily in large quantities, also

**Fancy California
Bartlett Pears
Yellow Peaches
Good Varieties Plums**

**Fancy Georgia Elberta
Peaches
Canteloupes and Watermelons**

The House of Quality

HUGH WALKER & SON

GUELPH :: ONTARIO

Established 1861

Georgia Peaches

Finest Elbertas

in 6-Basket Crates and Bushel Baskets.

This fruit is fine color, firm and good for out-of-town shipping.

**California Peaches
Pears Plums**

**Local Fruits and Vegetables
in large variety.**

WHITE & CO., LIMITED

Wholesalers in Fancy Fruits and Vegetables

TORONTO

Branch at Hamilton.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

**No Other Paper Reaches
All These Men.**

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand
Fixtures?

Then you should use
**Canadian Grocer's Classified Ad.
Columns.**

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemon Weather

is surely here and Italy is finished shipping Verdellis, so don't be surprised if you see some fancy prices. Arrange your supply and don't forget the best is packed under

"St. Nicholas"

"Queen City"

"Kicking"

Order Them.

J. J. McCabe

**Agent
TORONTO**

If any advertisement interests you, tear it out now and place with letters to be answered.



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

**The Canadian
Fairbanks-Morse Co.
Limited**

St. John
Montreal
Toronto
Winnipeg
Calgary
Vancouver

Quebec
Ottawa
Hamilton
Saskatoon
Edmonton
Victoria

**CANADA'S
DEPARTMENTAL
HOUSE FOR
MECHANICAL
GOODS**

INDEX TO ADVERTISERS

A	Lambe & Co., W. G. A. 12
Anchor Cap & Closure Corp.	Lennon Bros. 45
Inside back cover	Lightcap, O. P. 12
Aylmer Condensed Milk Co. 5	Lytle & Co., T. A. 38
B	M
Babbitts 9	MacKenzie & Morris 12
Balfour-Smye & Co. 10	MacLure & Langley 12
Benedict, F. L. 41	MacNab, T. A., & Co. 12
Betts & Co. Inside back cover	Magor, Son & Co. 14
Borden Milk Co. 1	Malcolm Condensing Co., The 4
Bowman & Co., J. 41	Mann, Laurie & Co. 12
C	Mathieu & Co., J. L. 44
Canadian Cereal & Flour	McCabe, J. J. 45
Mills Co. 33	McCaskey Systems 37
Can. Fairbanks-Morse Co. 46	Millman, W. H., Sons 12
Channell Chemical Co.	Mount Royal Milling Co.
Inside front cover	Front cover
Clark, Ltd., W. 7	N
Cochran, J. N. 12	National Cash Register 11
Connors Bros. 13	O
Cowan Co., The 42	Oakey & Sons, John 41
D	P
Davis, S., & Sons, Ltd. 53	Patrick & Co., W. G. 12
Dominion Salt Co., Ltd. 8	Perry Co., H. L. 12
Dominion Sugar Co. Front cover	Pennock, H. P., Co., Ltd. 12
Duncan, John, & Co. 6	Procter & Gamble 39
E	R
Eckardt, H. P., & Co. 43	Rock City Tobacco Co. 9
Eno, J. C. 4	S
Escott & Co., W. H. 40	Sloane, J. C. 40
Eureka Refrigerator Co. 13	Star Egg Carrier & Tray Mfg. Co. 12
F	T
Fearman, F. W., Co. 6	Taylor & Pringle 10
Freeman Co., W. A. 13	Thomas & Co., Wm. 12
Furnivall-New, Ltd. 27	Toronto Butchers' Supply Co. 41
H	Toronto Salt Works 41
Hargreaves (Canada), Ltd. 9	Trent Mfg. Co. 41
Heinz, J. J., Co. 9	W
Hillock & Co., Jno. 14	Wagstaffes, Limited 2
Hobart Mfg. Co. 44	Walker, Hugh, & Son 45
I	Washington's Refined Coffee. G. 12
Imperial Rice Milling Co. 8	Watson & Truesdale 12
K	Webb, Harry 12
Kearney Bros. 64	Western Canada Flour Mills Co., Ltd. Inside front cover
Keatings 10	Wethey, J. H., & Co. 8
Knox, Chas. B., Co. 14	White & Co. 45
L	White Swan Co. 3
Lake of the Woods Milling Co. Outside back cover	Woods & Co., Walter 8

Mentally, are you inferior to a bank president?

This advertisement is addressed to the younger men at or near the head of business houses.

It is addressed to you because you have ambition not chilled by the experience of many failures.

It is addressed to you because you have a will—and the strength—to attempt big things.

It is addressed to you because the circumference of your world is always widening—this because of energy on your part and a vision of things far off.

Your world is the world of money and business—very big worlds. They are worlds concerning which you ought to know much.

In particular, you want to know—or should—about Money and Business in Canada. This desirable and essential knowledge can be obtained from reading and study.

But you require an index—a guide, and this you will find in THE FINANCIAL POST, a weekly newspaper, the subscription price of which is \$3.00 a year.

This newspaper tells you about Money and Business in Canada. It lifts you out of your own rather confined world, and puts you into the world of the men who are doing big things.

Now it is clear that you can make more money if you understand Money and Business after the manner of these men at the head of our great banks, financial institutions and manufacturing establishments.

These men are probably not a whit better equipped mentally than you. Their advantage lies in this circumstance: namely, that they have chosen to live in a bigger world—the world of Big Money and Big Business. And living in this world, they have stretched out farther and higher—in the direction of richer prizes, by preparing themselves constantly for greater opportunities.

This is why we urge you to become a regular reader of THE FINANCIAL POST OF CANADA.

And as a young man of ambition and outlook, you will, we feel sure, fill in the form below and return to us.

Now this same Big World is open to you—but you must enter it of your own accord, and with a sincere purpose to become familiar with it. The bigger world will adopt you and reward you if you choose to live in it.

The Post's Business Outlook alone will give you an invaluable acquaintance with big affairs and with the tendencies in business. This helps to give you that foresight so essential in directing your own business to greater success. Read The Post for this Business Outlook if for nothing more. It alone may easily be worth the subscription price to your business.

THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

THE FINANCIAL POST OF CANADA

143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name Address.....

What is Canada Doing?

"Hunting poor, miserable grafters from their rat holes! Playing small potato politics while her heroes die in the trenches! Wake up, Canada!"

So writes Agnes C. Laut in an article in the July issue of MacLean's Magazine, under the heading, "Canada's Greatest Service to the Empire." In this article Miss Laut, who is well-known to Canadians as the greatest woman journalist that this country has produced, deals with the problem of world trade after the war and the part that Canada must play in it. She asks

How many commercial attaches has Canada, in the United States, in South America, and Europe?

Big institutions like the National City Bank, the U.S. Steel Corporation, Fords and others now have yearly in training a hundred young college graduates being put through a practical course in banking, foreign exchange, foreign languages, mathematics, commerce, manufactures, to take their places in foreign centres after the war. How many has Canada in training? How many institutions in Canada are doing the same thing? Let me ask a more brutal question. Though Japanese and Chinese commerce are growing every day, though Japanese affairs may at any time become a war issue in Canada, has Canada one single native born Canadian official who speaks Japanese or Chinese? She hadn't when I was in Canada last year.

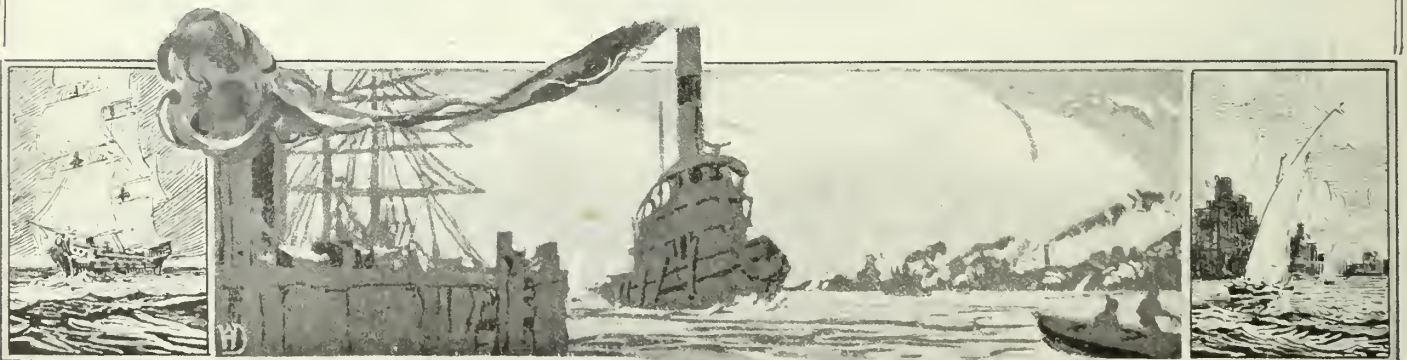
When the war is over, Uncle Sam will have thousands of trained experts to jump into the world's markets.

How many will Canada have?

This article is one that every business man in Canada should read. It has an appeal, a lesson. It is a clarion call to action.

Get a copy from your news dealer, or write to MacLean Publishing Co., 143-153 University Avenue, Toronto. Single copies, 15 cents. Yearly subscription price, \$1.50.

MACLEAN'S MAGAZINE





Are uncertain seals compromising the quality of your product?

Undoubtedly, both dealer and user have come to associate Quality with Security and Safety. To seal your product with anything less secure, less certain than **ANCHOR**

CAPS is to definitely place it with inferior grades.

You'll find the confidence, the reputation, the prestige of **ANCHOR CAPS** a mighty fine asset in producing big sales for your product.

Remember, when Anchor Caps are used there is no danger of contamination. Leakers are eliminated and your goods reach the consumer as they left your factory. Keeping qualities, flavor and appearances are all improved by using this dependable Seal.

Most quality Canadian and American Packers and Cannerymen are using the Anchor Caps on their bottled goods. Why not you?

Shall we send you catalog and full particulars to-day?

Anchor Cap & Closure Corporation of Canada LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use--stating **QUANTITIES**
—We will give you **BEST QUALITY—BEST DELIVERY—BEST PRICES**

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON N., ENGLAND

A COMPLAINT WELL-HANDLED IS AN ASSET OF THE PAST FROM WHICH THE FUTURE SHOULD DRAW DIVIDENDS

How we handled this complaint

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., April 21, 1916.

The Complaint

Gentlemen:—Kindly send me your cook book. I think I deserve one. I've been on this blessed old homestead nine years now "batching," and during the whole of that time I've only had one and a half sacks of flour which were not FIVE ROSES. The first was either XXX or else XXXX; anyway it would have killed a dog. I didn't understand either flour or cooking and bought it on the advice of a so-called friend: I think he must have wanted my land. Anyway I survived and cheated him. The last 100-lb. sack of FIVE ROSES I got a few months ago was pretty bum, and I could make nothing decent at all with it; but I must say in all honesty, it's the only bad sack I've ever had. So I think you owe me a cook book. Anyway, I've no stamps handy, but please yourselves.

Yours truly,

(Sgd.) J. W. DENTON.

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Montreal, May 17th, 1916.

We Reply

Dear Sir:—You are quite right. If anyone is entitled to a free cook book, his name is Denton. We mailed you a copy last week, and hope it will reach you in good condition. If for any reason it did not arrive, or you should desire further copies, just drop us a line and we will see that you are supplied.

We are glad to note that it took you nine years to find a bad bag of FIVE ROSES flour, but are sorry that you should have been the victim. If you will let us know when and where you got this inferior bag, we will see that it is replaced without cost to you. As you are aware, we want to live up to our guarantee when given the opportunity.

Yours truly,

LAKE OF THE WOODS MILLING CO.,
LIMITED.

The Come-Back

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., June 2nd, 1916.

Gentlemen:—Yours of the 17th ult. to hand, also two pencils for which please accept my thanks. They are certainly a tasty advertisement. The cook book I have not as yet received, but presume it will come through in due course.

I must say I was greatly surprised at your letter. It's a bit of a corker when a company can start throwing sacks of flour in with cook books, especially in war-time. I guess the war is to blame for my bad bag of flour. However, I didn't start the war, and it's hardly fair that my "innards" should suffer for Kaiser Bill's, the Potsdam Lye's misdeeds: if he'd got the sack of flour in place of me, I'd have kept mum and not said a word.

I got the sack of flour off MacPherson, of Norquay, Sask., and as to date as near as I can say, it was somewhere round Xmas. I don't keep my bills beyond just checking the goods when I get home, as I've never run a bill with Mac yet, always pay cash.

However, if you write Mac, he will verify this, and of course I don't expect you to take my word, because I complained about it to him and fetched out a half sack of "—" flour. Would not fetch a sack as I'd never tried it and being bitten with one whole sack was enough to be going on with. I finished the "—" flour two days ago, and as I'd no time to go to town, I've fallen back on the other. But it's bad, in fact to tell you the honest truth and using strictly Parliamentary language (it's d— rotten). Anyway, I won't make a song and dance about it, but if you could throw in a motor car and a team of horses and, say, a household of furniture and a few fancy little stunts like that, you know—well!

Mind you, gentlemen, I didn't ask for a sack of flour. I only asked for a cook book, and it speaks well for your firm the way you have met my complaint.

Happy is he that expecteth little, for verily he shall not be disappointed.

Yours faithfully,

(Sgd.) J. W. DENTON.

More from us

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Montreal, June 22nd, 1916.

Dear Sir:—We thank you for your letter of the 2nd instant and the information therein contained.

We have referred the correspondence to our Winnipeg office, and no doubt you will hear from them shortly.

Thanking you for your complaint, we are,

Yours truly,

LAKE OF THE WOODS MILLING CO., LIMITED.
Montreal.

The Guarantee lived up to

LAKE OF THE WOODS MILLING CO.,
Montreal.

Winnipeg, June 27th, 1916.

Gentlemen:—As requested, we have to-day instructed our agent, the Norquay Trading Company, at Norquay, to deliver a bag of FIVE ROSES free of charge to J. W. Denton, Moss Lake.

Yours truly,

LAKE OF THE WOODS MILLING CO., LIMITED.
(Sgd.) N. J. Breck,
Mgr. Flour Dept.

THESE LETTERS TAKEN VERBATIM FROM OUR FILES AT MONTREAL.

In This Issue — Various Pepper Grades Demonstrated.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 21st, 1916

No. 29



Baking Powder	Biscuit Flour (Self-Rising)
Coffee	Buckwheat Flour (Self-Rising)
Cream of Tartar	Breakfast Food (Flaked Wheat)
Extracts	Diet Flour (For Diabetes)
Herbs	Health Flour (High-Grade Whole Wheat)
Cake Icing	King's Food (Flaked Wheat with Premium)
Jelly Powders	Wheat Kernels (The Cream of Wheat)
Mustard	Flaked Wheat
Spices	
Yeast Cakes	
Pancake Flour (Self-Rising)	

Government Warranty on every package.

MR. DEALER:

You can sell more of a product which you can sincerely recommend from your own experience—consequently more sales will be made more easily, and the profits will be correspondingly greater.

Try some Pancakes made from WHITE SWAN Pancake Flour, and Biscuits made from WHITE SWAN Biscuit Flour. Their lightness and inimitable flavor will at once win your favor.

You know WHITE SWAN Flaked Wheat, but if you have not tried it yourself, send us a request for a sample and you will appreciate the lusciousness of its thinner, whiter, larger flakes, which makes it a favorite in so many Grocers' homes.

*We will be glad to send you a sample of any WHITE SWAN Goods you may wish to try. **FREE UPON REQUEST.***

Send for our new price list just issued.

**WHITE SWAN SPICES & CEREALS
LIMITED**

TORONTO

::

::

CANADA



3 ROYAL REASONS

WHY YOU SHOULD HANDLE

Royal Acadia Sugar

- 1—Every Grain Pure Cane (Absolutely).
- 2—One hundred per cent. Pure, one hundred per cent. Sweet (All the time).
- 3—The Gratification of supplying the very best sugar to your customers.

Don't forget that every housekeeper is now using large quantities of Royal Acadia Sugar for preserving.

THE ACADIA SUGAR REFINING CO., LTD.
HALIFAX . . . CANADA



GOLD DUST A STEADY SELLER



You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years—they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers. How is your stock?



THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL



"Let the GOLD DUST TWINS do your work."

Borden's

Milk Products



fit in quite as perfectly for the daily use of the whole family as well as for campers, picnickers and holiday makers.



In fact with many housewives the infinite purity, richness and keeping qualities of Borden's Milk Products make them preferable to dairy milk, particularly during the hot Summer days.

Here, Mr. Grocer, is a splendid opportunity for you to secure a share of the ever-growing demand for Borden's. Let your window and counter displays direct attention to these "Leaders of Quality." Better sales will follow. Order a supply of Borden's now.



Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office—Arcade Building, Vancouver

Imperial Rice Milling Co., Ltd.

VANCOUVER, B. C.

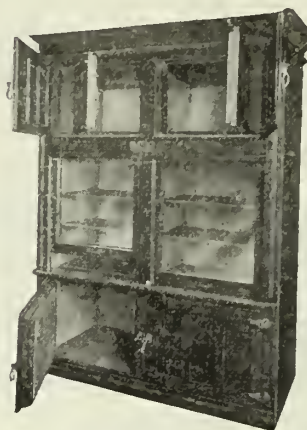


MIKADO

The best value in Rice being offered on Canadian markets today.

Protect your perishable goods from the dust and hot weather

But don't hide them away—display them attractively in an ARCTIC REFRIGERATOR.



Whatever your particular requirements may be, we've just the right idea in refrigerators to suit you. And in the long run you'll find the Arctic the cheapest and most efficient refrigerator on the market.

The Arctic will eliminate loss through spoilage and will live up sales through its superior display facilities.

Our catalogue will tell you all about it in detail. We will gladly send it to you on receipt of a postcard.

Write to-day.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators
TORONTO

The Oldest and Largest Makers of Talcum Powder in the World is the House of Mennen's



THE universal prestige it now enjoys, is the reward for over thirty years' conscientious manufacture of the best talcum powders and the outgrowth of the unceasing experimenting and research work, which has been carried on in the great Mennen Laboratories since the very beginning.

Mennen's Borated Talcum is recognized the world over, by thousands of physi-

cians, nurses and mothers, as the standard baby powder. The other various tints and perfumes hold an equivalent position with those for whom they are especially prepared.

Dealers always feel assured, when they sell any of the Mennen Products, that they are backed by the oldest and largest manufacturers of talcum powder in the world.

The Gerhard Mennen Chemical Company

Canadian Factory: Montreal, Que.

Canadian Agents: Harold F. Ritchie & Company, Ltd., Toronto, Ont.



If any advertisement interests you, tear it out now and place with letters to be answered.

THE NEW 1916 MODEL NATIONAL CASH REGISTERS

New Advantages for the Merchant—
New Benefits for his Customers

Better service and increased efficiency can be obtained from the new 1916 model National Cash Registers. They give new safeguards against loss to every merchant who uses one. Customers appreciate the better service, less friction and annoyance that is found in the store equipped with this up-to-date system of handling cash. Merchants who are alive to these many new advantages should write to-day for full information. Liberal allowances made for old National Cash Registers.

How the Merchant Benefits—

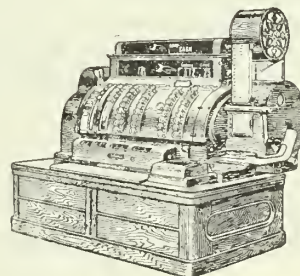
The owner of a 1916 model National Cash Register increases his profits by stopping mistakes and losses. They advertise the business and increase trade. They furnish a printed receipt for every article sold. They force the clerk to make a record of charge sales. They protect employees, show which employee is most efficient. They make an infallible and complete record of every transaction made during the day.

How the Customer Gains—

National Cash Registers—prevent customers from being overcharged—insure credit for all money paid on account—prevent paying the same bill twice—show which clerk made the sale—stop disputes with clerks—prevent mistakes in change—enable customers to get goods and change quickly—protect servants and children against temptation and unjust suspicion.

THE NATIONAL CASH REGISTER
COMPANY OF CANADA
LIMITED

CHRISTIE STREET
TORONTO
ONT.

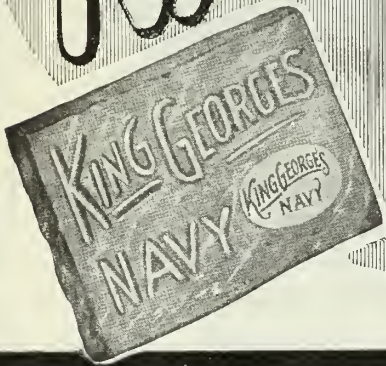


Why You Should Feature **KING GEORGE'S NAVY**

Softened by the heat of the hand

Not the least among the many good points of King George's Navy is the ease with which it is rendered soft and chewy by the heat of the hand. Where so many other chewing tobaccos become hard and brittle towards the end of the plug, King George merely requires softening with the hand to make the last chew just as "flavory" as the first.

Prove the unusual selling value of King George for your own satisfaction. A small trial order well displayed will secure you big profitable sales of this popular chew.



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg.



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retail 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retail 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retail 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retail 10c.

Ask Your
Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFES'

JAMS

produce the smile
of satisfaction

And **WAGSTAFFE** quality pulls the repeat business that means larger profits and better customer-satisfaction.

WAGSTAFFES' Jams have that delicious, pure fruit quality which gives that strength of flavor found only in fresh, ripe fruit, processed in the original **WAGSTAFFE** (old English) way, with the added modern improvements.

Prepared in Copper Kettles, Boiled in Silver Pans, and always packed in Gold-lined Pails and Glass.

Boost for Canada by boosting Canada's
leading jams—**WAGSTAFFES'**.

WAGSTAFFE LIMITED

HAMILTON, CANADA

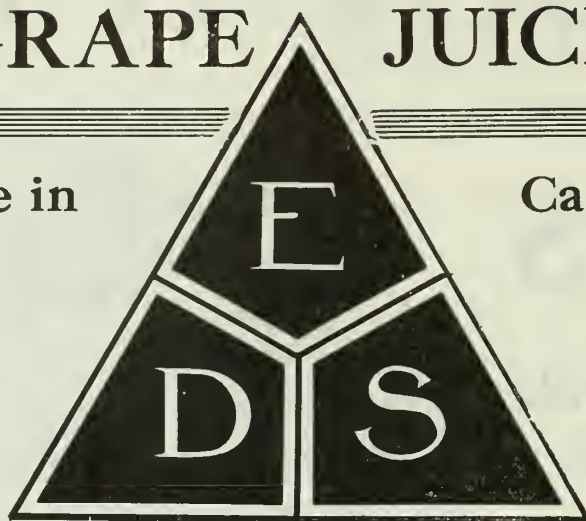


E. D. Smith's

GRAPE JUICE

Made in

Canada



The ideal Summer drink

HERE is an ideal hot weather drink that should have a foremost place in Summer window and counter displays. Dealers who have given it a trial are enthusiastic about its splendid selling qualities.

The strength and purity of this delicious Grape Juice make dilution necessary for it to be palatable—most economical, goes further.

The E. D. Smith special process conserves all the natural Concord Grape Flavor, giving to this popular Grape Juice a deliciously delicate flavor that appeals to particular people.

There is sure to be a heavy demand for this ideal Summer beverage. Make sure of your share of this profitable trade by ordering now.

You'll find it worth while.

E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; Nicholson & Bain, Calgary; Nicholson & Bain, Edmonton, Alta.; also B.C. Mdse. Brokerage Co., Ltd., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's  Best

Pork and Beans

Plain Chili Tomato Sauce

Our message to you this week, Mr. Grocer, is not a new one; we cannot do better than emphasize the old.

WE GIVE YOU THE QUALITY
YOUR CUSTOMERS APPRECIATE THIS
YOU KNOW WHAT SELLS

**BUY GOODS
MADE IN CANADA**



But
Buy Them
on
Their Merits



PUT YOUR STOCK IN SHAPE NOW

W. CLARK, LIMITED, - - MONTREAL

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00
per dozen.

Walter Woods & Co.

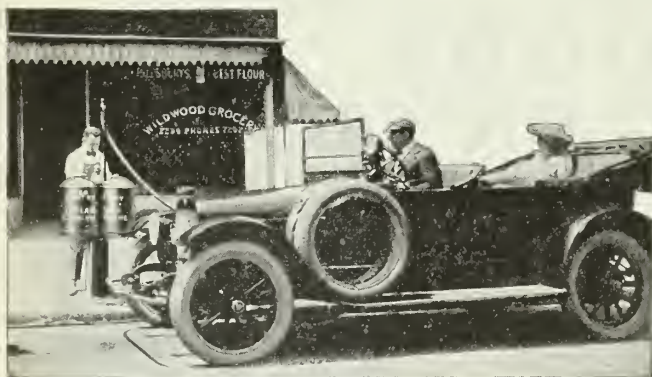
Hamilton - Winnipeg

It looks well, sells well and works well

Effective displays of *WONDERFUL SOAP* are very easily gotten up, its neat red label catches the eye, making the sale easy and profitable. The results *Wonderful Soap* produces will make steady customers of first buyers.

Recommend this all-round Soap to every housewife. It is an excellent cleaner, and will not injure the most delicate skin or the daintiest fabric.

Guelph Soap Company
GUELPH, ONT.



Gasolene Makes the Auto Go— It Also Makes It Stop

No animal or machine will go unless it's fed—and the modern automobile has quite an appetite. Perhaps it would be better to call it a thirst—but some people might object to that. So pretty regularly the motorist has to buy gasolene, and he always prefers to buy it at a

BOWSER "Red Sentry"
ESTABLISHED 1885 Filling Station

There's a vacant spot in front of your store which might well be occupied by the "delivery" end of the Bowser System. Get the automobilists to stop for gas, and they'll come again to buy supplies for their machines and for the things they need around the house.

S. F. BOWSER & COMPANY, Inc.

TORONTO, ONT.

Sales Offices All Centres. Representatives Everywhere.

In your Locality are many Dogs and Cage Birds

Your customers must have **FOOD** for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name **SPRATT'S** is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

S 46

If any advertisement interests you, tear it out now and place with letters to be answered.



KEYSTONE BRAND

THE BRISTLES HOLD

When a household Broom or Brush begins to lose its bristles, it is the dealer who sold it that has to shoulder the blame, and perhaps lose a customer. It pays to sell only

"KEYSTONE" BROOMS AND BRUSHES

You can offer this brand to your customers with the assurance that the bristles will hold firmly and the brush or broom give absolute satisfaction in every detail.

Write for prices, etc.

STEVENS-HEPNER CO. LIMITED

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

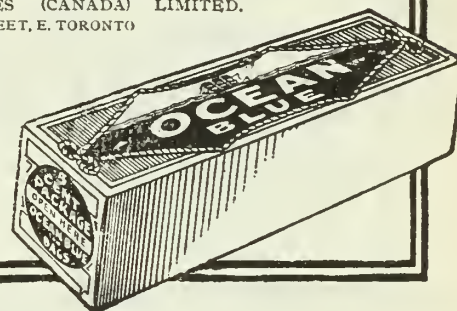
OCEAN BLUE

sells on *merit, quality, value.*

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba,
O. F. Lightcap,
179, Bannatyne
Ave., Winnipeg.
For British Col.
and Yukon:
Creeden & Avery
Rooms 5 and 6,
Jones Block 407,
Hastings Street,
West, Vancouver.



Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the
**NEW ALL-CANADIAN, ALL-WOODEN
WASHBOARD**

means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years. Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retail at 20c.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

Only Thing of Its Kind

There is just one preparation made for the exclusive purpose of cleaning toilet bowls—



Sani-Flush

The sale grows rapidly because people see the need of something for this purpose. Ordinary methods mean hard, unpleasant work; and then they fail to clean thoroughly. Sani-Flush makes the bowl white as new and clears the trap. This insures a clean, odorless, sanitary bowl.

Are You Selling Sani-Flush?

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

The quality of Tartan Brand Canned Salmon brings customers back for more

Hence sales are always quick and easy, and the margin of profit is large enough to make the line well worth featuring. All Tartan Brand Products are noted for their high grade quality, and Tartan Brand Canned Salmon comes well up to this standard. Get your supplies of Canned Vegetables, Fruits, Tea, Coffee, Spices, Extracts, Jelly Powders, etc., from us. The quality is guaranteed, and the attractive Tartan labels make effective displays, which pull immediate results.

Our service is prompt and satisfactory. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

It makes a lot of difference to you whether the goods you sell are merely good or so much better than others that each trial brings you a regular customer. For instance, Chase & Sanborn's High Grade Coffees.

Chase & Sanborn

Montreal

Look for the Diamond

St. Lawrence Granulated

is the finest Sugar made. You will be doing the right thing in giving your customers the best during Preserving Season.



Gold Standard

Just-a-Minute Puddings

A dainty dessert, made ready in a few minutes. Delicious when served alone or with whipped cream or raw fruits. Unexpected company has no terrors when these puddings are on the pantry shelf.



Big 110 Page Cook
Book sent to you free
on request Write--

**Gold
Standard**
113 Mfg. Co.
Winnipeg

16

Business Getting Advertising

Every prominent magazine and newspaper in Western Canada is carrying advertisements like these. They are creating a favorable impression among your customers for Gold Standard products.

It is good business for you to be able to immediately place on your counter the package or tin of Gold Standard goods, that your customer requests.

Write us, and let us tell you how we can help you move your stock.

The Codville Co., Ltd.
WINNIPEG, MAN.

Prince Albert, Sask.

Medicine Hat, Alta.



**"Purity
Itself"**



Gold Standard

3

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. H. Millman & Sons

Wholesale Grocery Brokers

Special lines to offer in
different grades of teas.

Write or wire us if in
the market.

SALESMEN WANTED

Experienced Salesmen to sell Star Egg Carriers and Trays to Grocers. Line gives satisfaction. Nothing can take its place. Good salesmen make money. Previous experience selling other grocery store equipment will be useful. Permanent, year-round employment. Apply

STAR EGG CARRIER & TRAY
MFG. CO.

1114 Jay St., Rochester, N.Y.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.

Write or phone.

If you want the market on NEW BRUNSWICK POTATOES

Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

Washington's COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

Established 1859

GEO. STANWAY & CO.

29 Wellington St. East, - TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura, Japan Teas.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

United States Manufacturers

Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned.

Address in the first instance:

MANUFACTURER

c/o

THE CANADIAN GROCER
TORONTO



because it largely consists of the rich, full-bodied Assam Indian Teas.



They'll keep
your cash
register
ringing

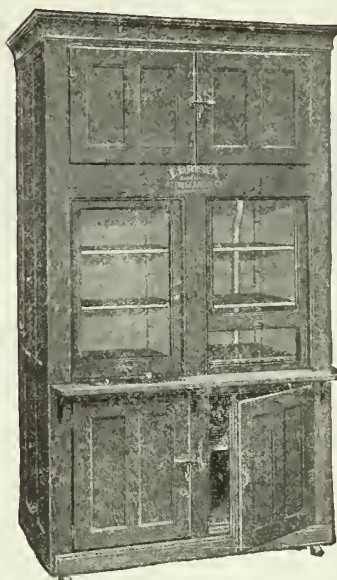
There is no "dead" stock in the *Malcolm Condensing Co.'s Milk Products*. Their delicious goodness and unequalled purity have won for them a leading place in the estimation of the buying public.

Feature:
these
"Made-in-Canada"
lines
now.



The MALCOLM CONDENSING CO.
ST. GEORGE Limited ONTARIO

We've got the right Refrigerator
for you



And it only costs you a postage stamp to learn all about it and to prove to your own satisfaction that the

EUREKA Refrigerator

is your best buy from the viewpoint of economy, as well as efficiency.

Don't risk the security of your stock of perishable goods with any refrigerator less reliable than the EUREKA. The Eureka has stood the test for over 30 years. Its reliability is backed by the maker's guarantee and by thousands of satisfied users in all parts of the world.

It will pay you to investigate. Just send a card to-day for our catalog showing the various styles and prices.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company

LIMITED

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.



Your sales of KEEN'S BLUE will be always worth while if you constantly feature this popular washday requisite on your sales counter.

OXFORD BLUE—they know it as "the blue of blues."

Keep it before them and reap big returns from KEEN'S popularity.

Your customers know KEEN'S

How about a KEEN display to-day?

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

ORLANDO

(INVINCIBLE)



**NAMED FOR A PRINCE
AND FIT FOR A KING**

The Orlando Cigar is, without doubt or question, the best three-for-a-quarter smoke procurable.

It is a long, well-seasoned, hand-made cigar, attractive to wholesaler and retailer and highly satisfactory to consumer.

Add them to your lines and get your share of the business.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, JULY 21, 1916

No. 29

What Kind of Pepper Do You Sell?

A Practical Demonstration Showing That There Can be Many Grades of "Pure" Pepper, but That Many of Them Are of Greatly Inferior Quality—Empty Pepper Berries and Stems Cheapen the Quality and Can be Sold For Less Money —
Retailers Should Feature Quality.

WHEN pepper is asked for and handed to the consumer over the counter how many retailers know exactly what they are selling?

The reason this question is asked, is that the writer had a practical demonstration recently which showed absolutely that there is pepper and pepper and pepper purchased by the retail dealer and sold to the consuming public.

The practical demonstration was given as follows: A salesman of black pepper had three bottles all of the same size full of pepper berries, which from the outside looked very much the same. The contents of each was emptied on a sheet of paper. Here the difference could be readily seen, particularly when the berries from each bottle were rubbed between the fingers. Pepper berries reach the spice grinder with good, bad and indifferent mixed together. They also include a fair share of stems and other foreign materials. A manufacturer who aims to grind the very best pepper separates the whole, hard, clean pepper berries from the rest and puts these into his very best article. In fact, no better pepper could be produced than these berries when ground. After the sound berries have been separated from the rest, they are cleaned and washed and present a somewhat shiny dark color.

Now what is separated from these good berries is no doubt "pure" pepper. However, when you pick up one and rub it between the fingers, it readily crumbles up into small particles, which appear to be nothing more than pepper shells ground into more or less of a

powder. These ground berry shells are, of course, a very inferior grade of pepper and one which no consumer would care to have on her table if she knew actually what they were. Naturally a portion of this kind of pepper placed among the good sound berries will produce "pure" pepper but of an inferior quality, the inferiority depending upon the proportion of the poor pepper berries used.

This is what many dealers are purchasing and selling as "pure" pepper and many also as absolutely the best pepper. This is not the case. While the pepper may be "pure" all right, the quality is much inferior to that of the sound No. 1 berries. Any number of different grades of pepper can, of course be produced by using different proportions of the empty pepper berries and the good sound berries. In fact, pepper could be ground up as it is secured in the first place, sold as pure pepper at from two to three cents per pound cheaper than the pepper ground from the good berries. In fact, there are manufacturers who grind pepper in this way and sell it as the "best." It contains stems, empty berries as well as the sound berries.

Having explained how various grades of pure pepper can be produced, the grocer can readily see why it is that certain salesmen can offer him lower prices than others. The dealer, however, who is interested first in giving his customer not only the "pure" article, but the highest quality of purity, must not overlook the facts above described. The high quality

article in the case recited would sell for at least three or four cents per pound more than the article from which none of the empty shells have been extracted.

A manufacturer is not always to blame if a retailer purchases an inferior quality pepper. There are firms who sell inferior quality because retailers absolutely demand an article at a certain price. It is, therefore, clearly the fault of the retailer if he insists on getting a line which, while it may be pure, is three or four cents cheaper than the highest quality that can be placed on the market. Canadian Grocer has for years preached quality in every line of food-stuff that goes over the dealer's counter, and we as strongly urge the retailer to-day to feature quality rather than price.

The merchants who make the biggest successes in the grocery business, are those who sell quality every day in the week, who reason it for themselves why one article should command a better price than the other and who take the pains to explain it to their customers. It is only necessary to demonstrate this once to a customer to convince him or her of its soundness in principle.

To sum up, every dealer should realize that there can be several grades of pepper sold to him as pure pepper. He should also realize that the cheapest article in buying, is not the cheapest in the long run; that a customer is going to remember the quality of a good article even after the high price has been forgotten and lastly, that it is up to him to insist upon both quality and purity if he is anxious to satisfy his customers to the best of his ability.

Handles Cigars by the Box

Hamilton Retailer Has Built up This Kind of Trade—Sells Three-for-a-Quarter Lines Chiefly—Believes in Carrying Well-Known Brands—Keeping Cigars Moist is Important.

Written from interview with William Smye, Hamilton, Ont.



THERE is no doubt at all that the gradual coming of prohibition all over Canada will find the grocery trade in mixed condition to receive it. There will be wise and foolish grocers, after the manner of the parable of the wise and foolish virgins. "For some had oil in their lamps, you remember." They were prepared.

So are some grocers. Others heed not the signs of the times. They have no oil in their lamps to provide light to show them opportunities engendered by prohibition. Yet all Canada but British Columbia, Quebec and Ontario is already dry. And Ontario, by far the largest consumer of liquor in the country, is heading thither, and will be as

dry as the rest by September 16th of this year—but two months from now.

William Smye, of Hamilton, is quite sure of the benefits accruing to the grocer as a by-product of prohibition. "It should double the trade in cigars for the grocer," he said recently in an interview. "If retailers are wise they will take all precautions which they can to seize from the first moment the opportunity offered and build up a big trade in cigars. The time to start is now, before prohibition—where it is not already a fact—becomes a reality. "Preparedness" is the slogan for the grocer in the matter of the cigar trade.

Handles Cigars by the Box

Mr. Smye practises what he preaches. He has been selling cigars for some time now, and particularly since prohibition became a possibility in Ontario has he made big efforts to boost his trade. Mr. Smye is probably an exception in the matter of handling cigars. He has developed a box trade. This is a real achievement. Speaking of it to Canadian Grocer, he said recently: "I have regular customers, who come in here and

buy their cigars by the box. They leave their order, if I haven't got it in stock, and come in and pick up their purchase.

"I find the three for a quarter cigar the best seller of all. I handle four for a quarter lines, and also nickel and dime cigars. But of all lines the three for a quarter sells best. This is probably an unusual feature for a grocery store's trade in cigars. Yet the average shopper at my store is the wife of a man who can afford and prefers the three for a quarter variety. So we get the trade."

The cigar department at present is to the rear of Mr. Smye's store, but it is not permanently there. He intends moving it well forward when alterations to the store are made. This will give it even more prominence than it has hitherto had. Considering the fact that so far the department has been at the rear of the store, Mr. Smye has done well to build up such a good trade.

Mr. Smye thinks the trouble with a lot of grocers who have not made very good with the cigar trade, and who view possibilities at present gloomily, is that they haven't pushed them. This is sound sense. A great many grocers simply get in a case, dump it somewhere in the store, fill it with cigars, and expect it to pay for itself as a department in the store. The idea is not altogether sound. You wouldn't think of letting the rest of the lines you sell do that. You would not expect pickles and provisions and canned goods and all to sell themselves, would you? Why, in the name of good business, have an aggressive policy for one line, but a halting, weak policy for another. As a country character I once knew would say: "T'aint consistent!" Exactly. It isn't consistent, and more important, it does not give the lines you don't push any chance in business life.

Stick to Known Brands

Grocers, according to Mr. Smye, who have made good in the cigar trade seem to pretty well agree upon one point. That is that to stick to well known brands is the best. The cigar trade in this country has become largely a matter of good brands. They do much to assist the salesman. For the benefit of the grocer who is just starting in with cigars this maxim is laid down: "Stick to well-known brands." They usually mean quality, and quality in a cigar is just as important as in an egg. Bad quality in both is equally noticeable!

Probably the man who goes into the cigar business for the first time will be well advised to carry three or four prices. Nickel cigars of good quality are now extensively demanded. Four for a quarter seem to be popular also. Three for a quarter and two for a quarter are both important. So is a line at ten cents.

Humid Atmosphere Required

Cigars should be kept in a case which permits them to remain moist. This is an important point. The writer knows of a grocer in Toronto who has had a humidior vault constructed simply to ensure the perennial excellence of the condition in which his cigars are.

Concluding, the example set by Mr. Smye should be an incentive to other grocers to handle cigars and make good on them. It can be done. "What one man can do another may," said Henry Ford. Mr. Smye has built up a good trade in boxed stuff. Others can do the same. With universal and national prohibition in the offing, the aggressive grocer will be prepared to get the cigar trade to a much larger extent than he has it at present.

A FINE OF \$39

A fine of \$39, including costs, was recently placed upon the Robert Sampson Co., Toronto, for selling a compound mustard as the pure article. The prosecutor of the case was H. J. Dazar, food inspector for the Toronto district. Upon analysis the mustard, which was not sold or advertised as "compound," contained starch. It was advertised at 23c per lb.

The grocery trade should appreciate the fact that when a customer asks for a line such as mustard, pepper, etc., the retailer is entitled to give that customer pure mustard or pure pepper, etc., or to explain what he is selling her is a "compound"

SMYE MAXIMS AS TO CIGAR TRADE

1. *Create a Box Trade.*
2. *Keep Your Stock Moist.*
3. *Sell Known Brands.*
4. *Build Up Trade in Good-Priced Cigars.*
5. *Set Out to See That Prohibition Doubles Your Cigar Trade.*

The Value of a Good Business Policy

A Consistent Policy Followed Out in a Saskatchewan Store Has Brought Success — Catalogue Issued for Rural Customers — A Broad Guarantee—Rest Room for Customers

Based on an interview by a Canadian Grocer representative with W. W. Cooper, of the W. W. Cooper Co., Swift Current, Sask.

“WE continue to adhere to a policy of refunding the money for any article, which for any reason, does not suit a customer,” said W. W. Cooper, of the W. W. Cooper Co., Swift Current, Sask. “We have been in business here for twelve years, and during that time we have won the confidence of an exceedingly large number of patrons. We make a close study of the needs of our customers. We buy to the best advantage, and give our customers the benefit of the closest prices consistent with sound business methods.

“Our store is a departmental store, with several large departments, including hardware, dry goods, stationery, toilet goods, gloves and hosiery, men’s furnishings, boots and shoes, furniture, groceries. Among our chief competitors are the large mail order houses, located in distant cities. They ship in their catalogues in large numbers, and their prices on many lines are very attractive. We devote our best efforts towards offsetting this competition and we have been very successful in keeping an exceedingly large share of trade at home.

“We have a large purchasing power, and are therefore able to compete successfully on most lines, with the mail order houses.

Cooper’s Guarantee

“Our guarantee is very broad and we publish it far and wide. It is as follows:

“‘We guarantee every purchase made from us to be entirely satisfactory. If for any reason you are not thoroughly satisfied with any article purchased from us, or if you do not consider you have received good value for your money, we want you to return it at our expense, and your money will be cheerfully refunded. If this guarantee is not broad enough, write one to suit yourself.’

“We call our store, ‘The People’s Store.’ We really have 12 stores in one.

“We extend a hearty welcome to all visitors to Swift Current to make our store their headquarters. When they arrive here we try to make them feel at home.

A New Department

“The latest addition to the store is a bargain basement. During the short time it has been open to the public it has met with a success that has been nothing short of phenomenal.

“This basement covers a floor space of about 3,000 feet and is beautifully lighted and neatly decorated. A large arch divides the two sections.

“In the north wing tinware and hardware specialties are featured, including refrigerators, stoves and electric appliances.

“In the south wing a large and comprehensive range of crockery and fancy china are neatly displayed. Rows of tables displaying stationery, dry goods accessories, pictures, games, toys, and many other articles makes this department replete with everything generally found in a bargain basement.

Ice Cream Parlor

“Not the least attractive section in this department is the ice cream parlor—the coolest spot in the city on the hottest day in summer.

A New Rest Room

“Adjoining the basement a rest room has been installed for the convenience and comfort of patrons. This feature has been greatly appreciated by the public, and has added much to the store’s prestige and popularity.

“The aim of this department is to live up to its name and offer to its many patrons seasonable and dependable merchandise at reasonable prices.

Issued a Catalogue

“In order to place our business and stock, more prominently before the farm



INTERIOR VIEW OF THE GROCERY DEPARTMENT OF THE W. W. COOPER STORE IN SWIFT CURRENT, SASK.

trade we recently issued a 32-page catalogue and price list. A page from the hardware section of the catalogue is reproduced herewith. The catalogue was published with a view of improving our service to the rural public, who, we believe, will find that it will facilitate ordering by rural telephone or mail. All mail orders receive prompt attention, and whenever possible, the orders are shipped on the day on which they are received. In acknowledging mail orders, we enclose a neatly printed card measuring $3\frac{1}{2} \times 5\frac{1}{4}$ inches, printed in two colors and bearing the following: 'Thank you. We appreciate your order—which we hope has been filled to your satisfaction and trust we may be favored with the continuance of your business.' Illustrations have not been used to any great extent in our first catalogue. We realize the value of illustrations, however, and expect to use them to a greater extent in future catalogues.

"Numbers of each line are given and prices are quoted on every article listed in the catalogue. Owing to the uncertain conditions which have prevailed in the markets during the past two years, we have stipulated that prices in the catalogue are subject to change without notice. We tried, however, to foresee our requirements as far ahead as possible, and covered ourselves on many lines which were going to be featured in the catalogue.

An Invitation

On the back cover of the catalogue, old and new customers are invited to visit the store. The invitation as it appears on the catalogue is as follows:—

"Our catalogue has possibly been the means only of introducing our store to you, but in many instances it is just a 'Calling Card' to our old-established business friends, reminding them of our desire and ability to serve them in whatever capacity their mercantile requirements might suggest. Whether it serves in the role of a new or old 'card,' the object of its 'call' is just the same—an invitation to you to make us a return 'call,' either in person, by mail, wire or telephone, when we assure you our commercial hospitality will be extended to you in its entirety; high quality goods, low prices, considerate and courteous treatment."

Encourages Cash Buying

"Short snappy phrases appear at the top of each page in the catalogue. A few are quoted, as follows:—'Cash buying means lower prices to our customers; 'Long credits are costly to you and to us; 'We seek your business only on the basis of mutual interest; 'Do not sign papers for traveling strangers; 'Compare prices and we get the business; 'When in our store we want you

to feel at home; 'A satisfied customer is a source of steady profit; 'Comparison is the only true test of values; 'Beware of offers of something for nothing; 'Price is a good salesman but we give the best values that sound business will permit.'

Use Windows to Advantage

"We make good use of our show windows and always display seasonable goods. We also use local newspapers for advertising purposes. We have complete mailing lists which we use regularly for sending out circulars and other literature. We train our sales staff in the art of salesmanship, and we frequently have get together meetings where we discuss matters of store policy, etc. We are constantly trying to improve our service to the public, and we believe that everlastingly keeping at it brings success."

SERVICE DEPARTMENT

The Canadian Grocer:

Dear Sirs—Being a subscriber to "The Canadian Grocer" and as I am thinking of going into the Salt Fish business, buying direct from the fishermen, I am asking if you will give me names of firms in Nova Scotia who buy fish in large quantities to export, etc.

Est. D. F. Lambert,

Lord's Cove, N.B.

Editorial Note.—We have forwarded this information to this subscriber.

* * *

The MacLean Pub. Co.,

Gentlemen:—In reading the Canadian Grocer, I noticed the demand for waste paper and having quite a quantity, would like to dispose of it.

Would you be kind enough to give me the address of any firm handling it and also of a firm manufacturing waste paper balers, and oblige,

F. McLeod,

Burnstown, Ont.

Editors Note.—This information has been forwarded.

* * *

The Canadian Grocer,

Dear Sir:—Could you tell us who buys waste paper in bales in the Maritime Provinces and Quebec?

We remain,

Yours truly,

Woodstock, N.B.

Watsan & True

Editorial Note.—This information has been sent.

* * *

MacLean Pub. Co.,

Dear Sir:—Can you put me in touch with some good reliable buyer of waste

paper. I noticed the price of waste paper in the Grocer recently and wish to know what size bales they want, prices, etc.

Yours respectively,

J. W. Paisley,

Cedar Springs, Ont.

Editorial Note.—The desired information has been sent direct.

* * *

The MacLean Pub. Co.,

Dear Sirs:—Having read in your latest copy of Canadian Grocer re waste paper famine, we would like to know where we can procure waste paper baler.

Also whether or not cardboard such as ordinary cardboard boxes are acceptable.

Also whether or not cardboard such as baled paper.

Thanking you in advance, for this information, we are,

Yours very truly,

Bettes-Pease Co.,

Melita, Man.

Editorial Note.—This information has been sent.

* * *

Canadian Grocer.

The Editor:—Would you kindly furnish me with the following information:

What firms in Canada manufacture paper balers, and also what are the names of the paper manufacturers buying waste paper and would they give us all information regarding the classes of waste paper? We would also like to have your opinion on the length of time waste paper is apt to stay at the present high price.

Thos. O. LeBlanc & Sons

Collegs Bridge, N.B.

* * *

Canadian Grocer.

Gentlemen.—Can you supply us with the address of manufacturers of fruit baskets?

By so doing you will greatly oblige.

PROVOST & ALLARD.

Ottawa, June 21st, 1916.

Edit. Note.—This information has been sent direct.

* * *

Canadian Grocer.

Gentlemen.—Would you kindly advise me of some good wholesale bakers of bread in Toronto and Hamilton?

Dunville, Ont.

S. R. ALLEN.

Edit. Note.—This information has been sent.

* * *

Canadian Grocer.

Gentlemen.—Can you tell me where I can procure a paper baler and the probable price?

Yours truly,

Mildmay, Ont.

J. N. SCHEFTER.

Editor's Note.—This information has been forwarded to Mr. Schefter.

An Old Customs' Ruling Revived

Importers Are Confronted by an Old But Practically Unknown Duty Regulation—Duty to be Calculated on Market Price at Time of Exportation—The Situation Discussed With Several Importers.

To importers the following article will be interesting. It deals with a situation which has recently arisen in regard to the matter of duty upon commodities coming from other countries into Canada. The ruling is not a new one, but it has not been rigidly enforced for some years. Now, however, it is being carried out, and this at the worst time for all who import goods, inasmuch as goods are advancing in price rapidly, sometimes, indeed, overnight. The regulation referred to bases duty charges on the value in the country of exportation—at the time of shipping the goods. The Hardware Association, Grocers' Guild and Dry Goods Association, all of Montreal, have been called to a meeting convened by the Board of Trade in that city to discuss the regulation. Meanwhile the following explanation will show to importers, wholesalers and retailers the reason why duty charges at the present time may be larger than the importer supposes.—Editor's Note.

MONTREAL, July 18—(Special)—Staff Correspondence. — A Montreal manufacturer of shirts bought some material in New York some weeks ago at 9½¢ a yard. This material has since advanced 2¢ in value. He received the goods last week after paying a duty that was based on the present valuation of 11½¢ a yard.

Naturally he was surprised. The printed slip that he received early in the week notifying him that he must pay duties that were based on a present valuation of the goods was the first knowledge he had of the bare possibility that duty would be on such a basis. So he, like scores of others who have just made this discovery, is besieging Ottawa with letters of protest. Meanwhile the ruling is being mercilessly enforced in Montreal on imports of every description and raising the costs there in proportion as the goods have advanced in value since importers ordered.

This Is the Ruling

Section 40 of the Customs Act sets forth what factors shall determine the amount of duty on goods imported into Canada. It reads thus: "Whenever any duty ad valorem is imposed on any goods imported into Canada, the value for duty shall be the fair market value thereof, when sold for home consumption in the principal markets of the country whence and at the time when the same were exported directly into Canada." The words "and at the time" represent the rub of the whole case at a time like this when prices are advancing overnight.

The full effect of the order is just be-

(M)—Specimen form of Invoice approved by Canadian Customs (January, 1910) for goods sold by Exporter prior to shipment

(Place and date).....				
Invoice of	purchased			
by	of			
from	of			
to be shipped from	per			
Marks and Numbers on Packages.	QUANTITIES AND DESCRIPTION OF GOODS.	Fair market value as sold for home consumption at time shipped.	Selling price to the Purchaser in Canada.	
			@	Amount.

ginning to be felt and in many cases its very existence is unknown, but its general application is due to greatly increased costs of goods in all lines. The worst feature of the case from the importer's standpoint is the uncertainty of it. When he buys the goods at a certain price he naturally cannot foretell the extent of probable advances, yet under this ruling the extent of them will influence the duty he pays which for this reason he cannot determine until the goods are in his warehouse.

Aside from the question of added costs it induces an element of extra speculation and makes the selling of goods on samples based on orders lying in another country an extremely hazardous operation.

Not a New Ruling

R. S. White, collector of customs for Montreal says: "Importers labor under a misapprehension in supposing this to be a new ruling of the department. It is not even a new application of an old ruling. This fact should be emphasized most strongly in order that importers will not suppose that they are being taken advantage of. This law has been in force for upwards of forty years in Canada. A similar one is in force in the United States. Its change would probably require an Act of Parliament, and presumably is a matter for the Canadian Manufacturers' Association."

(Continued on page 22.)

(4) That the said Invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country whence exported directly to Canada, without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually payable thereon or payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever;

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY LIMITED.

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, JULY 21, 1916

No. 29

BUILD UP THE SMALL CENTRES

THE permanent life of a large centre of population has its roots far spread in the prosperity of the rural and agricultural country of which it is the trade centre. It cannot grow on the face of a territory like a mushroom on that one spot. Where we have lost sight of this, where cities have been boosted at the expense of the smaller towns and rural districts, the one result has invariably followed: it has been impossible to retain in the rural districts an adequate number of efficient and contented people to co-operate socially, industrially or commercially towards building a permanent community. The rural districts are abandoned for more prosperous fields, the urban centres dwindle, and the city, the hub of the whole system, loses the reason for its existence. The life has gone out of the territory which furnished the raw material and the local market for its industries.

A member of the Dominion Economic Commission, speaking to our representative recently, said they are considering how to check this general trend and to foster a stronger, more lasting community spirit, by encouraging the establishment of smaller farms and the development of small towns and villages. This is one of the principles for which Colonel MacLean and all his business newspapers have always contended,—the building up of the smaller centres in preference to the big cities. For example, while our printing plant and chief offices are in Toronto, we vigorously opposed, some years ago, the removal of the Fat Stock Show From Guelph to Toronto, though the scheme was strongly supported by influential Toronto interests, and had the sympathy of the Ontario Government. Guelph is essentially the centre of an agricultural country. The Fat Stock Show was not only a feature of educational interest to the rural neighborhood, but it advertised the city throughout Canada and the United States. It brought hundreds of visitors, and thousands of dollars to the place.

The system adopted in Quebec and several European countries, of laying out farms long and narrow, with the homes all fronting the highway like a continuous village, means better roads, a brighter social life, and general neighborly co-operation. We want more of the system in other Canadian provinces, and we want to lay a surer

foundation for Canadian industries by supporting and developing local shopping centres instead of centralizing in big cities.

WILL FAVOR CANADIAN FRUIT

THAT the economic adjustment between Great Britain and her colonies after the war will, to a certain degree, work to the disadvantage of the United States, is the opinion of Isidor Jacobs, of San Francisco, who has just returned from a visit to England, where he went to investigate the conditions relative to the British embargo on fruits, particularly as that restriction affects the various phases of the fruit industry of the Pacific coast.

"There is no doubt that the end of the war will see a great change in the relations between England and her colonies," said Mr. Jacobs to a representative of a United States paper, "as her policy is bound to give to the colonies every possible advantage in commerce and trade in the way of preferential tariffs and trade discriminations. This will, of course, mean that the United States will lose to some extent in the development of new markets in Great Britain and her colonies. We can see this to a limited degree in the embargo on canned goods from the United States, for while this is ostensibly for the purpose of releasing tonnage to make room for war munitions, yet the colonies are not restricted, as naturally they should not be in view of the great part they are taking in the war. This means that the packers in Canada and other colonies will have a decided advantage in supplying the English market."

A CHECK ON SHORT WEIGHTS

SEVERAL cities in Canada have city detectives detailed to check up retailers who offend in the matter of giving customers short weight on their purchases. In one city the matter was lately brought up and the Market Committee of the City Council decided not to have special men on this work, but to instruct all its regular detectives to be on the watch for instances of offence in this regard. The reason for this decision was that the city fathers thought retailers would get to know the special detectives, and would safeguard themselves accordingly. They would

not, it was decided, be able to adopt methods of "preparedness" against all detectives.

There is probably sound reason in this. Any retailer who is foolish enough to indulge in short weight-giving would be wise enough, if he saw a detective whom he knew to be watching out for this, sedulously to give correct and even too-good weight.

Giving short weight is unjust and the retailer knows it. Grocers in Canada, as a rule, are not offenders. Correct weight is the very general rule. It is obviously the sane way of doing business. In the particular instance under discussion the representative of the Retail Grocers' Association said that the Association were very anxious to have examples of short weights checked up. He instanced some of the methods employed, whereby the public were cheated through the media of short scales.

Short weight artists defeat their own ends. They will never keep a stable trade and build up a solid business. Each time they give short weight they help to kill the goose which lays the golden eggs. Give just weight; neither too much nor too little. It will pay as a business resource.

CO-OPERATION IN FRUIT ADVERTISING

GROCERS are sometimes in a quandary just as to when and where and what they should advertise in the daily papers in their city or town. To such it might be urged that timeliness is the essence of good advertising. An excellent line to advertise at present is fresh fruit. Many and various are the fruits now coming to your store, and going thence to your customers. Why not help the good work along by advertising the fact?

The government is giving a good lead in this regard, as witness last week's issue of Canadian Grocer, wherein it was pointed out that the Fruit Commissioner's office has begun a campaign for the public to "Eat More Fruit." This is bound to cause a certain amount of comment in the daily newspapers, and it is on the cards that fruits will receive much more attention this year than before in the reading columns of the newspapers of Canada.

If this is the case in your town co-operate by advertising. See the proprietor of the paper and find out how much fruit comment and editorial notice he is likely to be running during this season. Probably he will be helping along the good work of the Fruit Commissioner's Office. That alone will do much to stir up the public. Your ads will help, and you will benefit in increased trade in fruits.

TRADING STAMP AND COUPON LAW

DISCOUNT propositions suggested and thought out by grocers must be carefully arranged to comply, first of all, with the demands of the Trading Stamp Act. We have pointed this out from time to time to the trade, endeavoring to make plain to merchants just exactly what they may and may not do along the line of trading stamps, coupons, premiums, and so on. A case in point has been brought to our notice. An Ontario grocer wishes to issue a Premium Post Card. He plans to give a two per cent. discount or a cash bonus when the amount of custom totals a certain figure.

The points to remember in connection with a campaign of this nature are, first, that the exact value (of the discount) must be placed on each and every coupon. That is to say if the retailer sells one dollar's worth of goods the coupon must state on the face of it that it is worth two per cent. of its face value, or two cents.

Secondly, it must also state that it is redeemable for that two per cent. **at any time**, if necessary at the moment the article is bought.

With regard to the provision mentioned in this case for giving a cash bonus of 20c in cash where \$10 worth are purchased, it should be made perfectly clear to each customer that she can get the two per cent. on each and every purchase, and not have to wait till her purchases aggregate the \$10. The important point is that a coupon must be redeemable any time whatsoever. If the point is made indisputably clear and the value is stated on each coupon, it is legal.

THE GROCER, HIS BOY, AND HIS HORSE

BY A little forethought and systematic provision the customer may do a great deal to lighten the load each day for the grocer, his boy and his horse. The thoughtless and inefficient purchasers, be they men or women, will take no thought as to how they can best get in their stores of food; best from point of least trouble to everybody concerned. They will fly to the telephone half a dozen times a day and order groceries. Thus half a dozen times a day the grocer, his boy and his horse are all busy in preparing and making delivery of the same customer's purchases. Method and a little thinking on that customer's part would have necessitated only one journey for the delivery of the order instead of several.

The Housewives' League of Chicago in a circular letter sent out to the housewives of the city includes the following pertinent questions:

"Are you the thoughtful housewife who makes out a systematic market list for the day's requirements?"

"Are you the thoughtless housewife who must order her provisions little by little every few hours during the day?"

"Stop! Think what it means to the grocer to fill three or four different orders a day from one and the same customer!"

"Stop! Think of the extra bookkeeping necessitated in the office!"

"Stop! Think how many unnecessary stairs the delivery boy is obliged to climb by careless hourly ordering."

"Stop! Think of the avoidable wear and tear on the wagons!"

"Stop! Think of the weary trot trot of the horse over the self-same ground!"

"Systematic once a day ordering saves your time, your money, your peace of mind, the clerk, the bookkeeper, the delivery man, the horse, the wagon."

"Kindness and consideration, on your part, will help the grocer to help you and be factors in reducing the high cost of living."

Grocers who value their own time and that of their boy and their horse, and who, more, value their independence might very well put those questions before their trade. They could have a circular printed, copies of which might lay on the counter. Or they could have the questions printed boldly on a card hung in the store. The public needs educating to a more methodical and more generously thoughtful system of buying. It will profit the grocer much if he considers himself a teacher.

EDITORIAL NOTES

A WISE man's deuce is better than a fool's ace.

* * *

BOOST for the semi-annual fish day in September next.

* * *

A REPORT from Amsterdam, via London, says that the next German commerce submarine to go to America will bring back foodstuffs, particularly condensed milk, according to reports received from Bremen. Condensed milk also will form the bulk of the return cargo of other submarines to cross the Atlantic. In an interview, Bremen agents of the submarines' owners declare the new submarine enterprise was prompted mainly by humanitarian feelings, as German babies are dying because of the shortage of milk.

OLD CUSTOMS RULING REVIVED

(Continued from page 19.)

tion rather than one for individual protest. At least it is law and the servants of the law must enforce it even though in some cases it works hardships on individuals.

"The ruling is also given prominence in the manifest which is signed by every exporter on shipping the goods and which states in section 4, that the invoice upon which the duty is based 'exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada.'"

Apparently this clause as well as the section 40 ruling, has been overlooked by importers in the past simply because normal ante bellum trade did not develop the large price advances that would bring this ruling into unfavorable prominence. At least no complaints were received in the past.

Presumably the ruling has always been in effect but as long as things went along without undue change there was no hardship felt. Things are abnormal now and have brought this feature into sharp relief. Some articles have been received here that have advanced 400 per cent. within the terms of this law. Dry goods that were sold on samples are received six or eight months after purchase in the States and subjected to duties based on any advances that have occurred since the purchase. The principal lines affected so far have been drugs, chemicals and dye stuffs but the regulation embraces everything, hardware and metals, dry goods, foodstuffs, etc.

The Other Side

"One answer to the present complaint is the assurance that prices cannot always go up and when they decline as it is expected they will the duty will react in the same direction thus giving importers the benefit of the lower value. Thus if goods which are bought at \$1 advance to \$1.50 between date of purchase and arrival in this country, the duty must be collected on the later valuation; equally if they decline to 50c the same rule holds true. It is simply making the date of shipment and not that of purchase supreme in duty valuation. The law is an old one and was presumably meant to provide some measure of protection to Canadian manufacturers and importers against speculation. As such it has long been an integral part of the customs authorities' calculations and in no way represents any new departure on their part.

"The special duty popularly known as the dumping clause which has been in operation since 1907, represents a similar provision for the protection of Canadian trade. This clause prevents

the slaughtering of foreign goods on the Canadian market to the detriment of Canadian manufacturers by firms that are faced by an overloaded market in their own country, which they are averse to disturbing by cutting prices. It applies only to foreign goods similar to those made in Canada, and is meant as an added protection to Canadian industries—not as a source of revenue.

Under this clause if goods of a class or kind made in Canada are sold to the Canadian buyer at more than 5 per cent. less than the market price in the country of export, the difference between the two prices up to a maximum of 15 per cent. of the home market value is collected as a special customs duty.

Thus if an American manufacturer wished to dispose of a quantity of goods that brought \$1 on the New York market, he might under stress of home conditions sell the goods in Canada for 85c, thus demoralizing the Canadian manufacturers' trade. If the original duty had been 35 per cent. on this article the ruling just described would increase it by 15 per cent., making it 50 per cent. On the other hand if the difference between the home market and the selling price to the purchaser in Canada has been caused by an advance in the home market price between the date of purchase and shipment this dumping clause does not apply.

Toronto, July 18. — Importers of grocery lines in this city do not seem as yet to have been bothered by the enforcing of the regulation hereinbefore referred to. The condition which exists now and has existed as long as the brokers seen by Canadian Grocer remember is simply that, though the regulation indisputably is legal, it is never insisted on.

For example, if prunes are bought to-day by a Toronto importer from a California shipper, at a certain price, and are not delivered till September, by which time the price is one cent. higher, and if the shipper's affidavit gives the former and lower price duty is charged on that basis. That is the regulation which should exist on duty being charged at present value—the market value of said goods at the time and place of their direct exportation to Canada is not enforced. In ninety-nine cases out of a hundred the price in the certificate of value is never questioned by the customs people.

So far Toronto grocery importers, while recognizing that the regulation is legal, have had no experience of its being enforced. Cost price put down in the certificate of value by the exporter is accepted by the Customs House office, whether it be the original cost price at the time the goods were bought

or the "fair market value at time and place of exportation."

If the ruling is being now enforced in Montreal, however, it may also be laid stress on here.

Meanwhile, if an importer finds that some goods he imports are dutiable at an advanced price over the cost price to him, the foregoing will show that the transaction is according to law, and that he is not being taken any new or undue advantage of, although it might be argued it is unjust.



N. B. LOBSTER CATCH

Vice-Consul Alfred D. Bailey, St. John, New Brunswick, summarises the lobster outlook in that province as follows:—"New Brunswick's lobster catch thus far this season has been abnormally heavy, especially along the coast of Northumberland and Kent Counties. In Miramichi waters so great has been the number of lobsters that boats have been filled in one haul and some could take only part of their catch. A load of 4,000 lobsters to a single boat is quite ordinary, and a few days ago a record of 4,575 lobsters for one boat was established. If this rush keeps up, the season may well be a record, but one of the things to be feared is a violent storm. Last year a big season was spoiled in this way.

"At the present time England is admitting canned lobsters; and, while France has ceased to import since May 15, an effort is being made to allow the contracts now made to go through, and this will greatly relieve the situation. The prices said to be prevailing at the shore are 75 cents per 100 lobsters. The catch in other parts of the Maritime Provinces has been very good thus far."



ABATTOIRS TO BE MOVED

The city of Montreal has negotiated an arrangement with the Montreal Abattoirs Co. by which the company will renounce its right to operate rendering plants within the city. The present plants will be moved to a point five miles away in exchange for an annual indemnity of \$40,000 for twenty years, a reduction of \$20,000 in the original demand. At present the city pays the company \$7,500 annually for the removal of dead animals from the street. The increase will be \$32,500 a year. The company will cede land to the city and the latter will take up \$50,000 of the preferred stock. Removal of plant will occur in six months and the city will continue to exercise supervision over it. Cost of removal will be \$316,000, the extra annual operating cost will amount to \$261,000. The company at present operates a rendering plant in Point St. Charles and one in Montreal East.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

The advantages of having British West Indies as a part of the Canadian Dominion were talked over in a most enthusiastic manner last week at a special luncheon held at Cooper's in Montreal by the Canadian West Indian League.

John Arsenault and James Byard were killed, and Ernest Malette seriously injured recently when about fifteen tons of sugar slid upon them while working in the hold of the West India steamer Caraque, which was discharging cargo at the wharf of the Atlantic Sugar Refinery at St. John, N.B.

Fire caused damage to the extent of \$10,000 to the cold storage plant of A. A. Ayer & Co., butter and cheese merchants of William Street, Montreal, on

Ontario

A. H. Taylor, the High st. grocer, London, Ont., has added a new front to his store.

M. A. Allan, grocer, Niagara Falls Centre, has opened a branch in Niagara Falls South.

H. A. Dell, Niagara Falls, South, is reconstructing his store, which was partially destroyed by fire.

Ed. Bodkin, grocer, corner Central ave. and Maitland st., London, Ont., has sold to Chas. Adams.

D. G. Sturrock, advertising manager of Comfort Soap, Toronto, is summering at Niagara-on-the-Lake.

N. S. Gaffield, for many years a traveler for Gilmour & Co., of Brockville, wholesale grocers, died recently at Cobden, Ont.

The Hamilton grocers picnic was held on Wednesday to Niagara Falls. Report will appear in next week's issue of Canadian Grocer.

Owen Sound grocers have decided to close their stores at 12.30 noon on Wednesdays during the months of July and August.

Charlton & Gourette, grocers, Cheap-side and Colborne sts., London, Ont., have sold to W. H. Reeves, formerly a general merchant at Avon, Ont.

Kenneth Elliot, who was formerly manager of T. A. Rowat & Co., South London store, is now head clerk in the main store in Dundas st., London, Ont.

The new factory of the W. K. Kellogg Cereal Company at Toronto, is now in operation. The building now completed is a unit of the proposed plant to be established in Toronto.

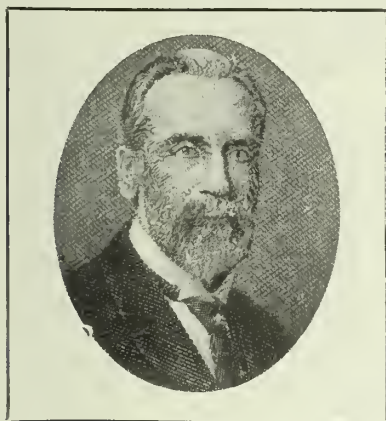
Merchants and residents of St. Clair avenue, Toronto, have been complaining on account of the dust nuisance. One merchant asserted the sprinklers have not been used since early spring.

G. W. Bissell, a retired grocer of Brockville, Ont., died recently at the age of 75 years. He was born in North Augusta, Grenville County, and had resided in Brockville for over 40 years.

The following grocers at Napanee, have decided to close their stores on Wednesday afternoons during July and August:—R. J. Wales, The Beverly McDonald Co., T. Serimshaw, A. S. Kimmerly, John Paisley, The Fair, G. W. Boyes, V. Cowling, Theodore Windover, S. Casey Denison, H. W. Kelly, Spencer & Rose, M. B. Judson, Frank H. Perry.

KNIGHTHOODS FOR MEMBERS OF GROCERY TRADE

Information comes from Ottawa that two men long connected with the grocery trade are to be knighted. These men are Hornidas Laporte, of Montreal, president of Laporte, Martin, Ltee., wholesale grocers, and George F. Galt, of Winnipeg, president of the Blue Ribbon Tea Co., of that city. Mr. Laporte and Mr. Galt have served their country in the present great war as members of the Government's war purchasing commission. In addition to handling the purchase of war supplies for Canada with Hon. A. E. Kemp, they were entrusted with the purchase of millions of dollars



H. LAPORTE, Montreal,
To become a Knight, according to Ottawa report.



GEO. F. GALT, Winnipeg,
Who is slated for a Knighthood.

July 13. Two firemen were overcome by smoke and three others were injured.

The new officers of the New Brunswick wholesale grocers guild are: President, Allan H. Wetmore, Puddington, Wetmore & Merritt, St. John; vice-president, J. F. Edgett, F. P. Reid & Co., Moncton; secretary, J. Hunter White, St. John; treasurer, R. F. Finley, W. F. Hatheway Co., St. John; auditor, H. A. Lynam, Northrop & Co. St. John; additional members of executive; R. Fitz Randolph, Fredericton; F. B. Schofield, Jones & Schofield, St. John; G. E. Barbour, G. E. Barbour Co., St. John; W. C. Cross, Hall & Fairweather, Ltd., St. John; Thomas Gorman, St. John; Clarence deForest, G. S. deForest & Sons, Ltd., St. John, and George Stubbs, H. W. Cole, Ltd., St. John.

worth of munitions in Canada for the war office. They have served the crown without remuneration and the order of knighthood is in recognition of their loyal labors of the past year or so.

It is also understood that the honor of knighthood will be conferred a little later on J. W. Flavell, chairman of the Imperial munitions board, who as president of the Wm. Davies Co., is still another prominent member of the grocery trade.

Western Canada

W. A. Edgar has taken charge of the buying and selling end of the business for Geo. Kerr & Co., grocers, Medicine Hat, Alta. Mr. Edgar has had experience in both wholesale and retail branches of the grocery business. For the past three years he has been on the sales staff of the A. Macdonald Co.

Sugar Uncertain; Canned Salmon Higher

Very Strong Market in All Canned Goods—Big Demands, With a Tendency to Speculative Buying—Reports on Grecian Currants Grow Worse.

Office of Publication, Toronto, July 20, 1916.

ONE of the significant events of the past week is that farmers in certain parts of Ontario have started cutting their winter wheat crop. This is early, as it is seldom harvesting operations begin until August. Wheat headed out early in some parts and for the past month or six weeks there has been ideal growing and ripening weather. The yield per acre is reported fully as good as last year, although the acreage is slightly under. Conditions at the present time seem to head toward another good year for the farmers. Grocers are able to read the handwriting on the wall and know what this means to them.

Flour, under the influence of an advancing wheat market and a good export demand, has shown a still firmer tendency, although prices have not advanced. An increase of 15 cents per hundred pounds in ocean freight rates has sent the export price of flour up a corresponding amount. Farmers are beginning to feed some bran to their milch cows to help out the diminishing grass ration and this has created a firmness in this feed by reason of the demand. Shorts, too, are being fed to porkers to get them into shape for the fall. This has stiffened the price of that feed.

Consumption of hams and other cooked meats has been somewhat heavy during the week and the price for the former has advanced one cent a pound all around. The reason assigned is the continued hot weather, with people in the picnic mood and the housewife having the desire to eliminate as many cooking fires as possible. The demand for fish has not been as heavy during the past week. In Quebec there has been a noticeable shifting of source of demand for this commodity from cities and towns to summer resorts. This and next month are the popular vacation periods and there is always an exodus from the cities.

In fruit, strawberries are beginning to peter out and the price has remained firm. Raspberries and blackcaps have put in an appearance, as they usually do, and save the situation. Blueberries have also come to the rescue and are on the market for the first of the season. The quality of the latter is not quite what it is expected later to be.

Quebec Markets

Montreal, July 20.—Another advance has taken place in the canned goods market. Corn is up to 95c—an advance of $2\frac{1}{2}$ c, and peas are up the same amount, Standard No. 1 bringing 95c, and No. 2, 92 $\frac{1}{2}$ c. Early June peas are bringing 97 $\frac{1}{2}$ c and \$1.00. The pea crop has been short this year, but canners are said to have 100,000 cases of last years crop on hand.

Grocers who handle liquors will be interested to learn that a number of lines are going up, and have attained unheard of heights. Absinthe brandies and Scotchies are all advancing rapidly. Scotchies which brought six shillings before the war now bring seventeen shillings. As a result, there is a big demand

for all these lines from the trade. There are good shipments of De Kuyper gin in, and higher prices on this will rule for the Fall. That which cost \$11.25 per case is now \$17.00. Guinness stout and Bass ale are also tending up.

American pork is advancing, Johnson's 25-35 now bringing 35.25, and Robertson's 40-50 36.75. The Dominion canners are delivering baked beans slowly on account of the shortage of tins. Beans are packed all the year round. The same slowness of delivery is also noticed on shoe polishes, for the same reason. On most lines of canned vegetables and fruit stocks are good, but when packing begins again, no doubt tins will be a factor. Another line hard to get is French and Belgian peas. A small stock of Italian peas has been brought in to take its place, which are good, but have not the same flavor.

SUGAR.—At the time of writing, it

MARKETS IN BRIEF

QUEBEC MARKETS.

FLOUR AND CEREALS—

Good demand for all feeds.
Feed stocks apparently low.
Oat market much firmer.
Rolled oats still quiet.
Flour markets quiet.

PRODUCE AND PROVISIONS—

Smoked and cured meat demand.
Butter steady at decline.
Hot weather eggs in earnest.
Cheese brings low figures.
Poor ducklings arriving.

FISH AND OYSTERS—

Improvement in hotel demand.
Halibut much easier.
Lake fish, except whitefish, easy.
B. C. salmon expected here.
Gaspe salmon fishing ending.

FRUIT AND VEGETABLES—

First blueberries here—\$1.25.
Cherries, 6-qt. baskets 50c.
California pears down to \$4 box.
Canadian raspberries, \$4 crate.
Strawberries, 8c; big sellers.

GENERAL GROCERIES—

Tea market very quiet.
Canned corn and peas advance.
European beans offering here.
Molasses market stronger.
Expect higher sugar.
Prunes may decline.
Cheaper Virginia peanuts.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour prices still firm.
Oatmeals have advanced.
Mill feeds in bigger demand.

FRUIT AND VEGETABLES—

First raspberries in.
Blackcaps are fine samples.
Blueberries in market.
Canadian tomatoes in abundance.
Prices for tomatoes down.

FISH AND OYSTERS—

Demand not as large.
Oysters off the boards.
Smoked and dried fish unseasonable.

PRODUCE AND PROVISIONS—

Hams 1c advance.
Egg consumption not as large.
Cheese firm again.
Butter easier.

MANITOBA MARKETS.

FLOUR AND CEREALS—

First patents still \$6.00.
Wheat prices will decline.
Feed prices easier.
Bran \$16; shorts \$17-\$19.
Flour demand picking up.

PRODUCE AND PROVISIONS—

Hog receipts lighter.
Butter prices hold firm.
Dairy receipts very good.
Egg receipts lighter.
Cheese market weaker.

FISH AND POULTRY—

Fowl supplies bigger.
Broilers expected at 35c.
Pickarel still very scarce.
Other lines of fish unchanged.

FRUIT AND VEGETABLES—

Crawford peaches at \$1.60 case.
Raspberries open at \$4 crate.
Very poor strawberries offered.
Cherries down to \$4.50 box 24 pts.
Cabbage now \$3.50 per crate.

GENERAL GROCERIES—

Difficulty getting salt supplies.
Decline in tobacco quotations.
Currants down in primary market.
Advance in sugar expected.
Heavy demand for canned goods.

looks as though the raw sugar market is much stronger. In Montreal, when sugar was cheap, grocers bought at each advance, irrespective of their requirements, with the result that they were overlooked, some having a hundred bags or more. They did not kick, as it was good business, and the sugar bought them big profits. Those days have gone, and most of these men have no stocks at all. In fact, the grocers of this province are mostly all buyers. Orders are coming in from men whom, a month ago, it would have been impossible to sell any sugar. If it is true that the Canadian refiners are now using very expensive raws, under the above conditions it would not be surprising to see higher prices. Wholesalers are out of stocks generally speaking, and many of them are beginning to buy. This would apply to two thirds of them. Should however, one of the refiners have large quantity of cheap raws, this no doubt would have the effect of keeping the market up. August has yet to come, and the only fruit already on the market is strawberries. There are still raspberries, blueberries, and many other fruits to arrive. St. Lawrence and Atlantic refineries have reduced their quotations on second grade sugar 5c per cwt. to meet the price of other refiners. This has not been brought about by conditions in the raw market.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
20 lb. bags	8 30
2 and 6-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lump—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Market on molasses stronger than ever. Some of the wholesalers here are apparently buyers. One of them recently cabled principal in West Indies, and the reply came back: "Sold out", but they offered to pick up small lots of 56c delivered Montreal. A Montreal house offered 200 puncheons at 52c, which was readily picked up. There is an excellent demand, but supplies are arriving so slowly, considerable business is being lost. It is figured that Quebec would have eaten 5000 puncheons more this year if the stuff had been here. Part of this business has gone to cane and corn syrup and preserved fruits, but only a small proportion of the business. Wholesalers who have 25 puncheons come in are sending a puncheon each to twenty-

five customers, each of whom ordered a car.

	Prices for	Choice.
	Fancy.	Island of Montreal.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 64
Half barrels	0 64	0 66
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 34c; ½ bbls., 4c; ¼ bbls.	0 04½	
Pails, 83½ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 55	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ½ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 54c; ¼ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case	4 80	

DRIED FRUITS.—An importer states there is not a chance of currants being cheaper than they are, as there are so many factors keeping the market up, no matter how big the crop. A letter in this week from Greece says we can rest assured that the market will be very high. Prospects are slight for getting good supplies of European fruits this year. Certainly there will be nothing from Smyrna. Raisin crops in California will be heavy, but prices will probably be high. Valencias in Spain are soaring, and there is a big demand from France for the manufacture of wines. There is a feeling in Montreal that something very important is about to take place in the prune market. The crop is said to be so large that prices cannot keep up to their present level. One wholesaler states: "If we go into the market now, it will hold up; if we let it alone, and the Association finds it is not selling, they will relax". It is stated that prune stocks in Montreal are very heavy as it was thought these would be a repetition of last year, and high prices would be obtained. Peels continue high, both English and American, the latter costing more than the former.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 09½
Apples, choice winter, 50-lb. boxes	0 09
Apples, choice winter, 50-lb. boxes	0 14
Apricots	0 15
Nectarines, choice	0 11½
Peaches, choice	0 08
Pears, choice	0 13½

DRIED FRUITS.	Per lb.
Candied Peels—	
Citron	0 24
Lemon	0 21
Orange	0 19

Currents—	Per lb.
Filiatras, fine, loose, new	0 14
Filiatras, packages, new	0 15

Dates—	Per lb.
Dromedary, package stock, old, 1-lb. pkg.	0 10
Fairis, choicest	0 12½
Hallowee, loose, new	0 09½
Hallowee, 1-lb. pkgs.	0 09

Figs—	Per lb.
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09½
Cal. bricks, 16 oz.	0 10
Cal. layers	0 11
Cal. fancy, table, 10 lbs.	1 50

Prunes—	Per lb.
30 to 40, in 25-lb. boxes, faced	0 11
40 to 50, in 25-lb. boxes, faced	0 13
50 to 60, in 25-lb. boxes, faced	0 10½
60 to 70, in 25-lb. boxes, faced	0 10
70 to 80, in 25-lb. boxes, faced	0 09½
80 to 90, in 25-lb. boxes, faced	0 09
90 to 100, in 25-lb. boxes, faced	0 08

Raisins—	Per lb.
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscateles, loose, 3-crown, lb.	0 09
Muscateles, 4-crown, lb.	0 09½
Cal. seedless, 16 oz.	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½

Choice seeded, 16 o. pkgs.	0 10½	0 10½
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

NUTS.—Walnuts are going to be dear for Fall, i.e. fresh cracked, and it is stated there will be a lot of poor stuff on the market. Good nuts in September will be selling around 37c whereas they are bringing about 32c now. There is no definite news about new crop, and nothing will be known for sure until they come off the trees in September. If there is a dry windy weather at that time, there should be a fair crop. No. 1 Spanish peanuts from Virginia are going to be cheaper because of the big crop last year, and prospects for a big one this year. The carry over this Fall is expected to be heavy.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 34	0 35
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	0 35	
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

DRIED VEGETABLES.—There is a good demand for good beans, but very few to be had. One house is selling European beans 5.50 by the car; these are hand-picked. No U.S. beans are coming in here. There is only an odd car here and there of European stuff. European beans are coming via Liverpool, and are said to have been bought in Roumania by the British Government to keep them out of Germany. It is felt that new beans will not be seen until late in October, as the season is late. Other years new beans have arrived first of October.

Beans—	Per bushel.
Canadian, 3-lb. pickers, per bushel	6 00
Canadian, hand-picked	5 90
Canadian, 5-lb. pickers	5 60
Yellow eyes, per bushel	5 70
Lima, per lb.	0 18
Peas, white soup, per bushel	3 25
Peas, split, bag 98 lbs.	5 00
Barley, pot, per bag	3 25
Barley, pearl, lb.	0 04½

RICE AND TAPIOCA.—Rice is high, and will remain high until freights are cheaper. It is one of the cheapest foods on the market, even at the present high figures, and people should eat more of it. In Quebec they are making soup from it instead of pea soup.

Rangoon Rices—	Per cwt.
"A", "B"	4 30
"C", "D"	4 10
India bright	4 45
Lustre	4 50

Fancy Rices—	Per cwt.
Mandarin, Patna	4 50
Pearl	5 00
Imperial Glace	5 70
Sparkle	6 30
Crystal	5 00
Snow	5 20
Ice drips	5 30

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.
Bags, 224 lbs.	0 06
Half bags, 112 lbs.	0 06½
Quarter bags	0 06¼
Velvet head Carolina	0 08
Sago, brown	0 06½
Tapioca—	
Pearl, lb.	0 10
Seed, lb.	0 10½

SPICES.—Trade is quiet, and will be until well on into August. Peppers are reported slightly firmer. There seem to be plenty of nutmegs here at comparatively low figures. Despite the report that pickling spices will be very high, quotations are being made in the neighborhood of 18 and 22c, depending on quality.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 85	—0 35
Cayenne pepper	—0 28	—	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—65 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	—0 25	—	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 29
Mace	—0 40	—	—1 00
Nutmegs	0 45—0 85	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 18—0 23	—	—
Turmeric	0 21—0 23	—	—

Lower prices for pails, boxes or bidders when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian		0 13
Dutch		0 20
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded coconut, in pails	0 21	0 23
Pimento, whole		12-15

COFFEE.—Market is firming up. There is said to be a shortage of Santos. Local quotations have not been affected

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

TEA.—Business is very quiet, and it is attributed to a feeling in the trade that the market might ease off. The market for Ceylons has been easing off slightly, but not enough to warrant anyone thinking that the market is about to decline seriously. An importer explained the situation as follows:—“Our cheapest tea is selling at 23c; normally it brings 15c. The difference in freight to-day is from seven to eight cents, i.e., it costs that more to get tea here. Take away this figure from the 23c, and the price comes down somewhat near that of normal times. Unless we can see some big change in the freight situation, we don't see any change in the price of tea. We are told by our customers that if peace were declared to-day the market would collapse, but we do not think the freight situation is going to right itself that quickly. We believe there will be a big demand for space after the war.”

CANNED GOODS.—Canned corn has been advanced 2½c to 95c, and higher prices are predicted. Tomatoes are still 1.15, but sales are being made in the city at 1.20, and the latter is nearer the market price, as the canners are quoting figures as high as that delivered Montreal. There appear to be few peas this year, but the canners are said to have 100,000 cases of last years crop on hand, and will no doubt get a good figure for them. Pea quotations are up as follows: Standard No. 1, 95c; No. 2, 97½c and \$1.00.

A wholesaler, speaking on the situation to-day, said: “The canned goods situation is getting more and more interesting. Although it is early to prognosticate on the crop, yet in view of the fact that labor is getting scarce, and consequently very dear, it is reasonable to expect that, although the crop might be plentiful, yet prices on account of the labor situation will most likely rule very high. So that wholesalers who bought when prices were low will be in a very favorable position. It is reasonable to expect that the retailer as well as the consumer will have to pay higher for canned goods in the fall.

“As for salmon, there appear to be no stocks left at the Coast in hands of the packers, and the same conditions in respect to scarcity of labor and tinplate apply here as well as to fruit and vegetables. There is such a strong demand from Great Britain, prices will soon be soaring. Spot goods seem to be substantial in certain hands, both of Chums and Pinks, but as regards all other lines, there is a marked scarcity.

Ontario Markets

Toronto, July 20.—The summer season always causes a readjustment of conditions affecting the market. With recent years there have developed demands that offset the baneful conditions of summer heat to a great extent. One line in which this is particularly noticeable is the development of the summer ice cream trade. With the great amount of ice cream now consumed there are large quantities of cream that find an outlet which in past years could only be taken care of in the manufacture of butter and cheese. This demand has helped to keep the price of butter firm during summer months. It is one of the factors operating at the present time. In the United States it is estimated there are 62 dishes of ice cream consumed in a year for every man, woman and child. With a population of ninety millions this amount would be sufficient to make an inland sea if it were all dumped together. Canada has a thirst for this delicacy equally as large in proportion to population as the United States.

In the fruit lines there is a gradual displacement of some kinds for others. In this way strawberries are being nosed out, and raspberries and blackcaps are taking their place. Blueberries are beginning to arrive. Canadian tomatoes are reaching the market in larger quantities, and the prices have dropped. Large quantities of boiled and cooked hams are being consumed by picnickers. Flour prices hold very firm. There have

been no startling price changes during the week.

SUGAR.—The market in sugar at the moment is uncertain. The position is statistically sound, but in the face of certain arrivals of unsold raws at New York the market can be described at the moment as one of temporary weakness. Advice, however, indicate that this is only a passing phase of the situation, and whatever declines there are apply only to nearby sugar, while August deliveries are firmly held at 5¼c for raws c. and f. New York in bond, which is the high point this season so far. In refined all New York and Philadelphia refiners are firm at \$7.65. A large business is reported in United States for domestic consumption. There have been considerable transactions for export, principally for Great Britain and Greece. Sales for Cuban raws are reported as high as \$5.10 and \$5.20 f.o.b. Cuba for shipment to Argentine and Spain. These are high levels. Cuban production to the end of June for the campaign starting in December has been 2,858,786 tons, as against 2,333,853 tons for the same period last year. In spite of this large increase in production, stocks on hand at shipping ports are 30,000 tons less than at this time last year. This is a fair indication that the world's requirements have been able to absorb the excess in production. Refiners' stocks in the United States are 88,000 tons less than they were this time last year. Local conditions remains unchanged, with some noticeable improvement in demand. The representative of one refiner stated that the price of refined is not in keeping with the price of raws at the present time. If they were on the usual parity refined should be 35c per hundred higher in price.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 56
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 26
Extra Ground Sugars—	
Barrels	8 41
50 lb. boxes	8 65
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lump—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 86
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Prices for molasses still hold firm and high levels. Fancy Barbadoes still holds at a high figure owing to the season drawing to a close. Little change is looked for until the new supplies reach the market in August.

Corn and cane syrups remain unchanged.

Corn Syrups—	
Barrels, per lb., 4c; ¼ bbls., 4½c; ½ bbls.	0 04½
Pails, 3¾ lbs., \$1.95; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ¼ doz. in case	3 06
Cases, 20 lb. tins, ¼ doz. in case	3 00

Cane Syrup—		
Barrels, lb., 54c; ½ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case ..	4 80	
Molasses—		
Fancy, gallon	0 60	0 65
West India	0 38	0 40

TEAS.—Prices for the better grades of Indian and Ceylons hold firm. The common grades are reported to be sensibly lower than the prices prevailing in April and May. In some cases on these grades the reduction is as much as 4c per pound. But this reduction in price is based chiefly on their much inferior quality. Any parcels or lots showing flavor are eagerly competed for at high prices. In the lower grades at present there is little being offered that is considered suitable for Canadian buyers, who are waiting for an improvement in quality. Teas are late in arriving on the London markets, due to the shortage of ships. All of last season's crop has not yet been offered for auction owing to this condition, while the new crop has already started.

SPICES.—Pepper continues steadily to advance, and indications are that it will be still higher. The shortage in crop is attributed as the cause. There has been an advance of a ½c per pound. Cream of tartar is down 3c in the primary market in France, but this price has not as yet affected the local market. A new line of sage from Greece is now coming forward, and is selling at 30 to 35c per pound.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	0 20	0 17-0 19
Allspice, whole	0 15
Arrowroot	0 16-0 20
Bay leaves	0 20
Bicarb. soda	3½c
Caraway seeds	0 30
Cassia, whole	0 26-0 32
Cassia, ground	0 16-0 18	0 25-0 30
Cayenne	0 30-0 35
Cayenne, Jap. chillies	0 40
Celery seed	0 45-0 50
Celery salt	0 30-0 35
Celery pepper	0 30-0 35
Cinnamon, Batavia	0 30-0 40
Cloves, whole	0 30-0 45
Cloves, ground	0 18-0 22	0 32-0 45
Coriander seed	0 12-0 13
Cream of tartar	0 25-0 30	0 48-0 55
Curry powder	0 30-0 35
Ginger, Cochin	0 15-0 17	0 22-0 25
Ginger, Jamaica, ground	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole	0 28-0 30
Jinger, African, ground	0 14-0 18
Mace	0 85-0 90
Mustard, pure	0 28-0 30
Mustard seed	0 20-0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	0 35-0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	0 37-0 42
Pastry spice	0 25-0 30
Paprika	0 35-0 40
Peppers, black, ground	0 14-0 18	0 25-0 30
Peppers, black, whole	0 24-0 29
Peppers, white, ground	0 19-0 24	0 35-0 40
Peppers, white, whole	0 30-0 35
Pickling spice	0 18-0 23
Sage, English	0 45-0 50
Sage, Greece	0 30-0 35
Saltpetre (cbili)	0 10
Thyme	0 26
Turmeric	0 20-0 22

BEANS AND PEAS.—Prices hold firm at high prices reached last week. Peas also maintain a firm market. Demand for beans still continues good, with small quantities to meet it.

Beans, choice primes, bush.	5 00	5 25
Beans, hand-picked, bushel	5 75	6 00
Peas, blue, bushel	3 50	3 60
Split .....	.....	5 00

DRIED FRUITS.—Reports from Greece state that the currant situation is anything but reassuring. The crop has been seriously damaged by the bug

perinosperos, and growers have been unable to combat it owing to their inability to get the proper chemicals into the country. A recent cable from that country stated the damages are increasing. Quotations previously given to a Toronto importer were cancelled by wire in the face of conditions. Another disease called by the growers Oidium has further affected the crop. This condition has been aggravated owing to the inability of growers to get sulphur through the blockade. Havoc is being raised in both quality and size. The crop, which was formerly estimated at 135,000 tons, has been reduced to 120,000 tons. There is a deadlock in the prune market at the present time owing to the comparatively high prices being asked by California growers. They have a strong organization, and are refusing to sell their stocks below a 6c basis. An average basis in past years has been from 4c to 4½c. Buyers are refusing to pay the prices, and there are few contracts being made for October shipments. California 30-40's in 25-lb. boxes are selling at 14c. Peaches and apricots are also higher. Dried peaches are selling at 9c per pound, an advance of 1c. The new crop of apricots are expected to reach the price of 25c per pound. Spanish Valencia raisins are reported to be a fair crop and progressing well. The new crop is expected to be quoted at 11c to 12c. Last year there was a scarcity in the crop, and the market opened at 14c to 15c.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Std., 25's, faced	0 15	0 15½
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa.ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes .....	.....	0 14
40-50s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes .....	.....	0 09
Std., 60-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	0 10½	0 11½
Seeded, choice, 1 lb. packets .....	.....	0 10
Seedless, 12 oz. packets .....	.....	0 11
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

RICE AND TAPIOCA.—The rice market continues firm. Locally there are no price changes. The demand for tapioca keeps up in spite of high prices. Former prices for tapioca were 3c per pound, as opposed to 10c at present. Some dealers have fairly good stocks of tapioca.

Rice—		
Rangoon "B," per cwt.	4 50	
Rangoon "CC," per cwt.	4 40	
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 10	0 11
Seed, per lb.	0 10	0 11

CANNED GOODS.—The market in canned goods is very strong. There is a big demand at present, with large quantities being consumed. There are no shortages for immediate delivery. There is a good deal of buying on a speculative market. Large quantities are hard to get in consequence. The new goods have not commenced to arrive as yet. Corn, peas and tomatoes are the big sellers. The decrease in meat consumption is largely responsible for increased consumption of canned goods. Canned coho salmon has shown a decidedly firmer tendency, an advance of 20c being recorded in 1-lb. talls. Chums in 1-lb. talls have advanced slightly, and are now quoted at 95c to 97½c. Canned tomatoes are also up in price, quotations being at \$1.30 to \$1.35 for 3's. Sockeye salmon in 1-lb. flats is reported to be sold out. The new pack will start in British Columbia this month. An advance in sockeye talls has also taken place, and are now being quoted at \$2.65 to \$2.75 per doz.

MONTREAL AND TORONTO PRICES.

Following prices on canned goods are general quotations from wholesaler to retailer and net F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases 4 doz., per doz.	2 65	2 75
½ flats, cases 8 doz., per doz. ....	.....	1 75
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	0 95	0 97½
Pinks, 1-lb. talls	1 15	1 20
Cohoos, 1-lb. talls .....	.....	1 90
Red Springs, 1-lb. talls	1 90	2 00
Humpback, ½-lb. tins .....	.....	0 50
Canned Vegetables—		
Tomatoes, 3's	1 30	1 35
Peas, standards	1 00	1 02½
Early June peas	1 02½	1 05
~Corn, 2's, doz.	1 60	1 65
Corn, fancy, doz.	1 12½	1 15

All meats, with the exception of western beef, have remained unchanged. The falling off a one quarter of a cent in wholesale prices has been too slight to affect the retail prices.

Farmers are bringing in favorable reports of the crops and dealers are looking for a plentiful supply in most lines at fairly reasonable prices. New potatoes are already beginning to appear in small quantities and are commanding high prices.

Manitoba Markets

Winnipeg, July 18.—Considerable difficulty is being experienced by Winnipeg brokers securing shipments of salt. All lines went up the first of the month from 5c to 10c per barrel, the advance being attributed to labor conditions in the East and to difficulty in securing sacks, packages, etc. It does not appear to be the extra demand that is causing

the high prices—merely difficulty securing sacks and labor.

There has been a considerable reduction in the price of some lines of tobacco, both chewing and smoking. MacDonald's, of Montreal, have dropped their price one cent per pound to the retail trade. It is difficult to account for this reduction, as the demand is unusually heavy, both for soldiers and for export.

A rather surprising change in the market was a decline of 1c per lb. in currants brought about by cessation of the blockade in Greece. The retail trade need not, however, look for any reduction in price at present, as the price of currants in the primary market is still in the clouds.

SUGAR.—The price to the trade is unchanged, but the feeling still persists that prices will go up. A prominent broker stated that prices would go up as soon as the big demand for preserving is felt in about ten days. There is no speculative movement at all, business with the wholesalers being absolutely hand-to-mouth. The New York market appears to be firm, but no change has taken place. Refiners appear to be buying raws, but in spite of this there is nothing yet to point to an advance. The only ground for believing the advance will take place in Canada is that a big demand for preserving is expected within the next week or so.

Sugar, Eastern—		in sacks.
	Per cwt.	
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (109-lb. case)	9 75	
Montreal yellow, bags	8 40	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 75	
Halves, 90 lbs., per cwt.	8 85	
Bales, 20 lbs., per cwt.	8 85	
Powdered, 50s	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 60	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 90	
Cut loaf, 25s	9 95	
Sugar, British Columbia—		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	9 85	
Yellow, in bags	8 40	

SYRUPS.—There is very little syrup moving on account of the hot weather. The corn market is very firm, and the trade are inclined to think that the market on corn syrup will be up very shortly. Cornmeal has already advanced. Corn advanced about 10c per sack during the past week. Molasses is coming in from the Barbadoes, but only amounts to a drop in the bucket. While the demand is very small, the supply is small, and is keeping the market up.

Corn Syrup—		
2s, per case 2 doz.	2 88	
5s, per case 1 doz.	3 23	
10s, per case, ½ doz.	3 11	
20s, per case ½ doz.	3 12	
4s, barrels, by the lb.	4 65	
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case	4 05	
5-lb. tins, 1 doz. to case, per case	4 75	
10-lb. tins, ½ doz. to case, per case	4 45	
20-lb. tins, 3 tins to case, per case	4 35	
(These prices prevail in Winnipeg, Calgary, Regina.		

Edmonton, Strathecona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—		Per gal.
Barbadoes, ¼ bbls., per gal.	0 65	
New Orleans	0 28	
New Orleans, tins, 24 x 2 lb. case, \$2.29; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.		

DRIED FRUITS.—All lines appear to be stationary, except apricots, which advanced another cent last week, no doubt due to Association control. The feature of the market this week is a decline in currants in the primary market of about 1c per lb. from the high point reached last week. This is attributed to the cessation of the Grecian blockade. In spite of this, prices on currants are still in the clouds, and they will have to come down considerably before this fruit will be saleable to any extent in the retail store. As pointed out last week, the price on Thompson seedless will be lower than prices prevailing to-day, but the Association will accept no further orders at these prices. They are guaranteeing all prices until new crop, and then quotations will be much higher. Orders being filled at present are those which have been placed for some time. Evaporated apples remain about the same, and are exceedingly low.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07½	
Evaporated apples, choice, 25's	0 08	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25's	3 12½	
Apricots, choice, 25's	0 14½	
Apricots, choice, 10's	0 15½	
Peaches—		
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 08½	
Currants—		
Filiatras, dry cleaned	0 13½	
Vostizzas, dry cleaned	0 14½	
1 lb. package Amalias	0 14½	
2 lb. package	0 29	
Dates—		
Hallowee, loose, per lb.	0 09	
Hallowee, 12-oz. pkgs.	0 08¾	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10½
16 oz. choice, seeded	0 08	0 09½
12 oz. fancy, seeded	0 08	0 08¾
12 oz. choice, seeded	0 07½	0 07¾
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	
3 crown, loose, 50's	0 08¾	
Raisins, Cal. Valencias—		
25-lb. boxes	0 09	
50-lb. boxes	0 09½	
Prunes—		
90 to 100, 25s	0 07½	
80 to 90, 25s	0 07½	
70 to 80, 25s	0 08½	
60 to 70, 25s	0 09	
50 to 60, 25s	0 09½	
40 to 50, 25s	0 10½	
Peels—		
Orange, lb.	0 17½	0 18½
Lemon, lb.	0 18	
Citron, lb.	0 21½	

DRIED VEGETABLES.—White beans are still very scarce, and the market exceedingly firm, both in California and Michigan. None appear to be coming through, as buyers in Winnipeg are pretty well stocked, and are not inclined to purchase until they really have to. There are no signs of the market going down, as supplies are not available in the primary market. Recently the California market went away up, and has affected Lima beans, which are costing as much in California to-day as the retailer in Western Canada is paying the wholesaler.

Beans—		
White beans, fancy, hand-picked, bu.	5 00	
White beans, 3-lb. pickers, bushel	4 65	
California Lima Beans—		
80-lb. sacks	0 07½	
Barley—		
Pot, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 30	

Peanut—		
Split peas, stock, 98 lbs.	5 50	
Whole peas, bushel	3 30	

RICE.—There is no change either in rice or tapioca. Some time ago the tapioca market was tending downwards, but it appears now to be stationary.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	0 05½	
No. 2 Japan, per lb., 100-lb. bags	0 04½	
Siam, per lb., 100-lb. bags	0 04½	
Patna, per lb., 100-lb. bag	0 07½	
Carolina, per lb., 100-lb. sacks	0 08½	
Sago, pearl, sacks, per lb.	0 08	0 08½
Tapioca, pearl	0 08½	0 09

SPICES.—The market on all lines appears to be holding very high, but there is nothing special to report. Cables arriving last week-end stated that peppers were slightly lower, but the reduction does not appear to amount to very much.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 22	
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 25	
Cloves, ground	0 28	
Ginger, Jamaica, ground	0 21½	0 23
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black, 10-lb. boxes	0 27	
Ground white, 10-lb. boxes	0 31	
Whole, white	0 31½	

COFFEE.—The Santos market last week-end was slightly higher. New crop Rios were also about ½c higher than a week ago.

Coffee—		
Green, choice, No. 7 Rio	0 14½	
Green, choice, No. 5 Rio	0 15½	
Green Santos	0 18½	
Roasted, Rio, in bulk, bbls.	0 18	0 20
Roasted, Santos	0 23	0 25
Maracaibo, green	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins	0 10½	

CANNED GOODS.—All Winnipeg jobbers report that canned goods are moving very freely, and most of them are still selling very cheap on account of the fairly good stocks they carry. Their prices are still low in comparison with those being quoted in Eastern Canada, and this will have to stop sooner or later, depending on how big the demand becomes.

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, July 20.—Great interest is manifested in the dried fruit situation almost to the exclusion of everything else. The canned goods situation is also attracting attention of the trade. Prices on all lines remain firm. Provisions on the whole have shown a slightly lower tendency.

Produce and Provisions—		
Butter, creamery, per lb.	0 33	0 34
Butter, New Zealand, lb.	0 40	
Cheese, per lb., large, 21c; twins	0 21½	
Cheese, Stilton, lb.	0 23	
Eggs, local, fresh	0 34	
Lard, 3's, per case	8 55	
Lard, 5's, per case	8 45	
Lard, 10's, case	8 40	
Lard, 20's, each	10 90	
Hams, mild	0 22	
Hams, picnic	0 14½	
Bacon, light	0 24½	
General—		
Almonds, shelled, lb.	0 42½	
Cream of tartar, lb.	0 55	
Cornmeal, ball	3 00	
Flour, best patents, per bbl.	7 70	
Grapefruit, Florida, case	6 00	
Lemons, box	5 00	
Potatoes, Asbercots, per ton	20 00	30 00
Potatoes, local, ton	15 00	16 00
Potatoes, new	0 02½	
Potatoes, sweet	0 12	
Rollad cast, ball of 80 lbs.	1 50	
Onions, Oregon, cwt.	0 18	
Oranges, new, cart. box	3 50	4 25
Rice, 50's, sack	1 90	
Sugar, standard gran., per cwt.	8 90	
Walnuts, shelled, lb.	0 45	
Walnuts, Mancharian, lb.	0 14	0 16

Canned Goods—	
Apples, gals., 6-case	1 62
Beans, 2's	2 10
Corn, standard, per 2 doz. case	2 15
Peas, standard, per 2 doz. case	2 10
Plums, Lombard, 2's, case	1 90
Peaches, 2's, case	4 00
Strawberries and raspberries, 2's, case	4 50
Salmon—	
Sockeye, 1's, 4 doz. case	9 00
Sockeye, 1/2's, 8 doz. case	10 75
Pinks, 1's, 4 doz. case	4 00
Dried Fruits—	
Apricots, per lb., 11c; Apples, lb.	0 12
Prunes, 70-80, 25's, lb.	0 08
Currents, per lb.	0 12
Raisins, seeded, lb.	0 09 1/2
Peaches, per lb.	0 06 1/2
White figs, per lb.	0 07 1/2

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, July 20.—A decline of 50c per hundred in the price of lard is one of the price changes recorded this week. The price now quoted is \$10 for 3's. Ontario cheese has had a slight decline, the new price quoted being 18 1/2c to 19 1/2c per pound. As yet beans have not advanced in price in common with other sections of the Dominion, but dealers state their opinion that an advance is pretty certain. Lemons have taken a big jump owing partly to the increased demand for the summer trade. They are now quoted at \$6.50 to \$7 per box. The last quotations were at \$5.50 per box. Oranges have also shared in the advance, being sold at \$4.50 to \$5.50 per box. Recent quotations were \$4.25 to \$5. Sal soda has advanced 30c per hundred pounds during the week, and lye is likely to take an upward flight in the near future.

General—	
Beans, small white Japan, lb.	0 08 1/2
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Rollad oats, bbl.	3 00
Rollad oats, 80s	3 05
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 60
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 25
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 18 1/2
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 21 1/2
Lard, pure, 3s, per case	10 00
Eggs, new laid	9 00
Eggs, No. 1	8 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 35
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	10 00
Salmon, pink, tails, 48x1s, per case	4 50
Lobster, 1/2s, per doz.	3 00
Dried Fruits—	
Currents, lb.	0 15
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 17 1/2
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 08 1/2
Sultana raisins, Cal., extra fancy	0 15
Manchurian shelled walnuts	0 30
Fresh Fruits and Vegetables—	
Oranges, Val., box	5 50
Lemons, box	6 50

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, July 20.—Owing to the heavy receipts for produce of various kinds, the market on the whole has had an easier tendency. Butter has declined 3c per pound. No. 1 dairy is now being purchased at 20c per pound. Eggs in cases are quoted at \$7. In the fruit

line, raspberries have just commenced to arrive. Lard was also among the articles showing a decline, the amount being 1/4c per pound. Compound lard kept pace also and went down a 1/2c. A decline of 1c per pound has been recorded in the cheese market.

General—	
Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 77
Rollad oats, bbl.	3 03
Rollad oats, 80s	3 09
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	9 35
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 18 1/2
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 20
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 21
Lard, pure, 3s, per case	10 35
Eggs, new laid, per doz.	0 22
Eggs, case	7 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 10
Tomatoes, gals., case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	9 55
Salmon, pink, tails, 48x1s, per case	4 25
Lobster, 1/2s, per doz.	3 00
Dried Fruits—	
Currents, lb.	0 13 1/2
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 15
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07 1/2
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

NEW BRUNSWICK MARKETS

By Wire

St. John, July 20.—There have been few changes in the market at this centre during the past week. Potatoes are firm at \$3 per barrel. There are small quantities of old stock being offered for sale. The new potatoes are being sold at \$1.50 per bushel. There has been a firmer tendency in the price of eggs during the week with a slight advance recorded.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22 0 23
Bacon, roll, per lb.	0 17 0 21
Beef, corned, 1's	2 50 2 60
Pork, American clear, per bbl.	32 50 33 50
Butter, dairy, per lb.	0 25 0 26
Butter, creamery, per lb.	0 30 0 32
Eggs, new laid, per doz.	0 28 0 29
Lard, pure, lb.	0 18 1/2 0 17 1/2
Flour and Cereals—	
Commeal, gran.	6 35
Commeal, ordinary	1 85
Flour, Manitoba, per bbl.	7 35
Flour, Ontario	6 60
Flour, buckwheat, western, 38-lb. bag	3 50
Rollad oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, box	3 00 3 25
Lemons, Messina, box	4 00 4 25
Lemons, Cal., box	5 00 5 00
Oranges, Cal., case	4 00 5 00
Potatoes, new, bush.	1 50
Sugar—	
Standard granulated	8 25 8 30
United Empire	8 15 8 20
Bright yellow	8 05 8 10
No. 1 yellow	7 85 7 90
Paris lumps	9 25 9 30
Beans, white, per bush.	4 50 5 75
Molasses, Barbadoes, gal.	0 55 0 56
Cream of tartar, per lb., bulk	0 51 0 53
Currents	0 14 1/2
Pork and beans, case	3 40 3 80
Rice, per cwt.	5 25 5 50

REPRESENTATIVES MEET

The travelers of the T. H. Estabrooks Company met in convention with the heads of departments at St. John, N.B., while in that city they were the guests of the president of the company, T. H. Estabrooks. There were representatives present from Ontario, Winnipeg, Montreal, Maine and the Maritime provinces.

Business sessions were held every morning during the convention and the staff had talks from some of the heads of the business. Mr. W. R. Miles, head of the tea departments, gave two most interesting and instructive talks on tea. Mr. Miles is an outstanding authority on tea having spent his whole life in the trade as did his father and grandfather before him. The main business feature of the convention, however, was the two splendid addresses by the President, Mr. T. H. Estabrooks. His story of the starting of the Red Rose Tea business in a very small way in 1894 contrasted with the present enormous business with so many branches was a most interesting story.

The entertainment features included a clam-bake and a sail up the St. John River, together with a reception by Mrs. Estabrooks on the lawn at their beautiful home. The members of the Toronto staff present were:

Geo. H. Campbell; B. E. Miller; R. W. Vout; A. T. Guild; W. J. Brokenshire; Geo. E. Thompson; W. Linder; H. C. Stiver; W. H. Kerwin; F. Leech; A. L. Curry; A. V. Elliott; W. J. Swift; I. N. Draper; C. C. Jones.

**HINTS ON MAKING COLLECTIONS**

A grocer, who is exceptionally successful in keeping his collections up, yet holds his trade, makes it a rule never to ask a customer to settle an account when the customer is in the store, says "Associated Advertising."

"I see him at his home or his place of business," the grocer said. "If he expects to be asked for money when he comes to the store, he may stay away."

"When a customer resents an insistent effort to collect and asks if I don't believe he is good, I say I know he is good and that I wish the people I owe regarded me as safe as he is—that I'm not worrying about his credit, but mine."

"Some people make the mistake of clamoring hard for money all the time. I don't do that. It takes the edge off of the appeal. I go after it rather mildly most of the time, then when I send out an appeal based upon my need for funds to carry on my business, it sounds more reasonable and brings the money. One can't cry 'Wolf, wolf,' all the time."

Campbell, Wilson & Horne, wholesale grocers, have decided to erect a warehouse in Red Deer, Alta.

L. Blanchard, grocer, Welland, has opened a branch store across the bridge.



FRUIT AND VEGETABLES



FIRST BLUEBERRIES OF SEASON NOW IN

Cherries Decline 25c a Basket — Canadian Raspberries on Market In Plenty

FRUIT—Montreal.—The first blueberries of the season arrived on the market this week, quoted at \$1.25 per box. This is about the same price as they opened at a year ago. Cherries in 6-qt. baskets are quoted at 50c, which is a decline of 25c. Cherries are far more plentiful, and there is a good demand. The demand for grapefruit is slow, and prices are high; they are quoted at \$7 per box, and are very scarce. California pears in boxes are down \$1, and are now \$4 box—going well. No more American raspberries are being offered, the season being over. There are plenty of Canadian raspberries on the market at \$4 per crate of 54 boxes to the crate. The big sellers in fruit this week are strawberries at 8c per box, and bananas at 2.50 for No. 1's, and 2.00 for No. 2's.

Apricots, 4 basket crate	2 00	2 00
Bananas, bunches	2 50	2 50
Cantaloupes, per crate	3 50	3 50
Cherries, crates	2 50	3 00
Cherries in baskets, per 6-qt. basket	0 50	0 50
Grapefruit, 48-54-64-80-96	7 00	7 00
Gooseberries, per gal.	0 40	0 40
Blueberries, per box	1 25	1 25
Lemons—		
California	3 25	3 25
Verdellis	5 00	5 00
Messina, 300 size, box	4 50	5 00
Oranges—		
Valencias, late	4 75	4 75
Jamaica, 196-200-216	2 50	2 50
Porto Rico, 126-150-250-288	2 50	2 50
Plums, 4 basket crate	2 00	2 50
Peaches in baskets, 6 to crate	3 50	3 50
Pears, Calif., per box	4 00	4 00
Pineapples, 18-24 and 30-36	3 00	3 60
Raspberries, Canadian, per crate	4 00	4 00
Strawberries, per box	0 08	0 08
Limes, per box	1 25	1 25
Watermelons, each	0 50	0 50

TOMATOES TAKE DROP OF \$1.50 PER CRATE

VEGETABLES — Montreal.—New beets are now selling at 50c per dozen, and there are plenty on the market. Old beets are off. New York beans are also off the market, as there are plenty of Canadian beans offering, both green and wax, at \$1.25 per basket. This is the last week for Baltimore cabbage at \$2.50 crate, as there is plenty of local at \$1. No more American celery offering—now all Canadian at 75c per dozen. There is no more imported parsley—all Canadian at 40½c per dozen bunches. Plenty of new potatoes, and the market is lower by 25c, now being \$4 per barrel, with a

good demand. Old potatoes, of which there are quite a few on the market, are still holding firm, the price being \$2 per bag. Old turnips have advanced 50c per bag, and are now bringing \$1.50 per bag. One of the most important changes in this market was in tomatoes, which fell from \$3.50 to \$2 per crate, this drop taking place inside of two days. This big change was brought about by the arrival of ten cars of tomatoes in one day. In spite of this drop, the market for both house tomatoes holds firm at 25-30c per lb. The big sellers in the vegetable market are tomatoes and potatoes.

Beets, bag	2 00	2 00
Beets, new, per doz. bunches, Montreal ..	0 50	0 50
Beans, wax, N.Y., per basket	1 25	1 25
Beans, green, N.Y., per basket	1 25	1 25
Cabbage, Baltimore, crate	2 50	2 50
Beets, new, per doz. beets	0 50	0 50
Cabbage, Montreal, per doz.	1 00	1 00
Carrots, bag	1 00	1 00
Carrots, new, per doz. beets	0 25	0 30
Cauliflower, Montreal	1 50	1 50
Celery, green top	2 75	3 00
Celery, per doz.	0 75	0 75
Cucumbers, hamper	1 50	1 50
Cucumbers, Montreal, per doz.	0 50	0 50
Egg plant, N.Y., doz.	1 75	1 75
Endive Can., per lb.	0 25	0 25
Garlic	0 30	0 30
Horse radish, per lb.	0 15	0 15
Leeks, bunch	0 15	0 15
Head lettuce, Montreal, per 2 doz. box	0 40	0 40
Curly lettuce, doz.	0 15	0 15
Mint, doz.	0 25	0 25
Mushrooms, 4 lb. basket	2 50	2 50
Onions—Spanish onions, per crate	6 00	6 00
Parsnips, new, per doz. beets	1 00	1 00
Parsley, Bermuda	0 75	0 75
Parsley, new, doz.	0 75	0 75
Parsley, Montreal, per doz.	0 40	0 40
Peas, Montreal, per 20 lb. bag	1 50	1 50
Potatoes—		
So. Carolina	4 25	4 25
New, per bbl.	4 00	4 00
Montreal, Red, 80 lbs., bag	1 75	1 75
New Brunswick, 80 lbs., bag	1 90	1 90
Green Mt.	2 00	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	0 10	0 10
Rhubarb, per doz.	0 25	0 30
Spinach, Montreal, box	0 50	0 50
Turnips, new, per doz. beets	0 75	0 75
Turnips, bag	1 50	1 50
Turnips, bag, Quebec	1 75	1 75
Tomatoes, Hothouse, lb.	0 25	0 30
Tomatoes, Jersey, per crate	3 50	3 50
Tomatoes, Missouri, flat	1 40	1 40
Watercress, Boston, hothouse, doz.	0 75	0 75
Watercress, Canadian, doz.	0 30	0 30

BLACKCAPS AND RASPBERRIES IN

Blackcaps Are of Exceptionally Fine Quality—Canadian Tomatoes Now Plentiful—Prices Go Down.

FRUIT—Toronto.—The first shipments of raspberries began to arrive this week. The samples are not as good as they are expected to be a little later. They are arriving in small quantities. Prices asked for them range from 13c to 17c a quart. It is expected that the crop will be a good one. Blackcaps that

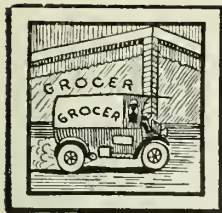
have reached the market are exceptionally fine specimens. They are being sold at 13c to 17c a quart. Some fine specimens of the sour Montmorenci cherries from the Queenstown district are being sold at 60c to 75c for a 11-quart basket. Blueberries are on the market for the first time and are being disposed of at \$1.50 to \$1.75 a basket. The quality is not as good as those expected along later from the North Shore district. Strawberries are drawing to the end of their tether. Prices quoted during the middle of the week were 10 and 11 cents per quart. Red currants are plentiful with small demand and are being sold in cases at 6 and 7 cents a quart. Cantaloupes are beginning to reach the market, and are selling at \$2 a crate. Some 24-pound boxes of California Malaga grapes were in the market during the week at \$4 a box. Georgia peaches of a secondary grade were selling at \$3.25 per bushel hampers. California pears in 46-pound boxes were quoted at \$3.

Apples, American harvest, hamper	1 75	1 75
Apricots, 4 bus.	1 50	2 00
Bananas, bunch	1 50	2 25
Blackcaps, qt.	0 13	0 17
Cantaloupes, Georgia	3 50	3 50
Cantaloupes, Cal.	6 50	6 50
Cherries, Can., 11-qt.	0 60	0 75
Cherries, Can., 6-qt. basket	0 30	0 40
Cherries, Windsor	0 50	1 25
Cherries, Oxhearts	0 75	1 00
Gooseberries, 6-qt. basket	0 25	0 40
Grapefruit—		
Cuban, case	4 50	4 50
Florida, case	5 50	5 50
Grapes, Cal., case	4 00	4 25
Oranges—		
Late Valencias, case	4 75	4 75
Peaches, California, box	1 75	1 75
Peaches, Georgia, hamper	3 25	3 25
Pears, boxes	3 00	3 00
Plums, 4 baskets	1 75	2 75
Lemons, Verdelli, case	5 00	5 00
Limes, per 100	1 50	1 50
Raspberries, red, qt.	0 13	0 17
Strawberries, Can.	0 09	0 11
Watermelons	0 60	0 75

CANADIAN TOMATOES NOW IN MARKET IN GOOD QUANTITIES

VEGETABLES—Toronto.—Canadian outdoors—grown tomatoes started to reach the market in good quantities this week. They are of fine quality. The price quoted is considerably under that of last week, being \$1.75 to \$2 for 11-quart baskets. Wax beans are also beginning to arrive in larger quantities, the price being 75c for 11-quart baskets. New potatoes are selling at \$4 per barrel of 3 bushels. Bermuda onions are quoted at \$2.25 to \$2.50 a hamper, which is below recent prices. Green peppers are on the market at \$1 for 11-quart basket. New Ontario potatoes are reported scarce by some wholesalers.

(Continued on page 36)



FISH AND OYSTERS



SUMMER HOTELS TAKE MORE FISH

Trade in Fish Shifts from Home Consumption to Summer Resorts—
Lobsters in Good Demand

FISH—Montreal.—The volume of business during the past week has shown a small decrease, due to customers leaving the city for the seaside or lake shore. However, there is an improvement in demand from the hotel trade from the various summer resorts. Supplies, as a rule, are equal to the demand. Gaspe salmon fishing is very nearly over for the season, and for this reason there has been an advance. This week, and from now on, the trade expects to receive large quantities of salmon from British Columbia. Halibut is easier, but all kinds of lake fish, with the exception of whitefish, are stiffer. The demand for all kinds of prepared, salt and pickled fish is very small, but there are a number of inquiries, indicating that some trade will be arriving in the near future. Bulk and shell oysters, clams, etc., are very quiet. Lobsters are in good demand, and owing to the fishing season being practically over in all districts, prices are advancing.

DEATH OF GEORGE MATTHEWS

George Matthews of Lindsay, Ont., founder of the business of Matthews-Blackwell, died last week, aged 82 years.

Mr. Matthews was born in Warwickshire, England, in 1834, and came to Canada in 1851. In 1860 he settled in Lindsay.

Capt. A. J. Matthews, 27th Regiment, Winnipeg, who was killed in action in Flanders in February last, was the sixth son. Surviving sons are: William E., Ottawa; George S., Brantford; T. Frank, Peterboro; R. C. (R. C. Matthews Co.), Toronto, and Albert, Montreal.

MORE SHIPS AVAILABLE

An after development of the Jutland battle has been the release of over 200 British merchant ships that had been tied up in Baltic ports since the outbreak of war. These ships have passed safely through the Skager Rack and are now once more in active service.

SMOKED AND DRIED FISH ARE NOW OFF MARKET

Toronto.—Owing to the extreme difficulty in keeping smoked and dried fish during the hot weather, these lines are practically off the market at the present time. There are a few lines, such as haddies and Digby herrings, that are fair keepers in warm weather, and these are still being quoted. Bulk oysters and clams have also gone to their long home until cooler weather sets in. Frozen fish is no longer in demand when the fresh iced articles can be obtained.

WEATHER SLACKENS DEMAND FOR FISH

Warm Temperature Has Caused Falling
Off in Consumption—Salmon Trout
Not Moving as Freely

FISH—Toronto.—Demand for fish of all kinds has taken a slight slump owing to the extreme warm weather. Fish in this respect has to stand part of the shot in common with nearly all fresh beef lines. The supply of salmon trout and whitefish is good, but the pesky consumer is not just in the mood for devouring them in large quantities. There was a slight dearth of British Columbia fresh salmon the first part of the week, but shipments were expected to arrive along about the middle of the week. The quotation for this fish continues at 14c a pound. The price of halibut is firm at 13c per pound.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured .....	.09	.09
Haddies, fillets, per lb. ....	.12	.10
Digby herring, box		0 16
Smoked boneless herring, 10-lb. box.....	1 30	1 25

PRAWNS, SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.....	0 20	0 40
Prawns, Imperial gal.	2 25	2 50
Shrimps, Imperial gal.	2 00	2 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	13 —14	13
Haddock, fancy, express, lb.....	5 — 6	7
Mackerel, medium, each	16	..
Mackerel, per lb. ....	..	08
Steak cod, fancy, express, lb.	6	8
Flounders	6	7
Flounders, New York	9	7
Salmon, Western	15 —16	14
Salmon, Gaspe	13 —14	14

FRESH LAKE FISH

Carp, lb.	0 07	....
Pike, lb.	0 08	0 07
Perch	0 16	....
Whitefish, lb.	0 13	9—10
Lake Erie whitefish .....	..	0 10
Herrings, each .....	..	0 10
Herrings, lb. ....	..	0 07
Lake trout	0 13	09—10
Eels, lb.	0 08	0 10
Dore	0 14	0 12

WINNIPEG

FISH AND POULTRY.—A feature of the market is the arrival of fowl in better quantities, selling to the trade at 22c. Broilers are expected next week, and will bring in the neighborhood of 35c. Jewish dealers in the city are buying up a lot of this stuff and selling it to the restaurants, having men in the country picking up what is available. This leaves very little for the retail trade, but supplies are coming in much better than they did. The only scarce line in fish is pickerel, very little of which is offering, and will continue to be scarce until the end of next month. There is only an odd shipment arriving. Other lines of fish remain the same, salmon being quoted at 16c; halibut, 11c; steak cod, 8c; whitefish, 9½c; trout, 12c.

Fish—

Fresh salmon	0 16
Fresh halibut	0 11
Steak cod, per lb.	0 08
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12
Blowers, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickerel, lb.	0 10
Smoked gold-eyes, doz.	0 50

Poultry, Live—

Fowl	0 22
Broilers	0 35

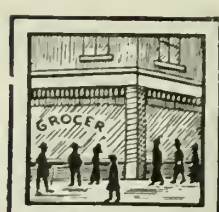
WEIGHTS OF CANNED GOODS CHANGED

The Canned Goods Exchange of Baltimore, Md., has notified the trade that changes in the schedule of weights for canned fish, canned fish roe and canned fruits and vegetables become effective on July 1. There are reductions in No. 2 cans, containing 2 dozen to the case, from 44 to 43 pounds; of No. 9 cans, containing 4 dozen to the case; from 61 to 60 pounds, and an increase in the weight of No. 3 cans, 2 dozen per case, from 67 to 68 pounds. These weights are for wooden cases. Fibre containers have been used to a limited extent and the question of suitable weight for canned foods in these is now under discussion.

A. M. Filmer, who has been shipper for Campbell, Wilson and Horne, Ltd., Lethbridge, Alta., for the past two years has gone to Red Deer. Mr. Filmer has been promoted to general shipper for the same firm at that point.



FLOUR AND CEREALS



ENGLISH IMPORTERS WANT SPRING WHEAT

Flour Market Continues Firm With Slight Improvement in Local Demand—Farmers Busy

FLOUR—Montreal. — Market still quiet, both for Manitoba and Ontario. In the case of winter wheat, farmers are too busy to bring it in, as they are busy with their mixed farming. They usually do not let up towards time of the fall fairs. The hot weather of the past week should help the crop considerably; the heavy rains earlier in the season were rather hard on the winter wheat crop. There is a steady demand from English importers for spring wheat at an advance in sympathy with the strength of the wheat market. There has also been a slight improvement in local demand, but no change in quotations. First patents are bringing 6.60, and seconds 6.40.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	6 60	
Second patents	6 10	
Strong bakers	5 90	
	Car	Small
Winter Wheat Flour—	lots	lots
Fancy patents	5 40	5 65
90 per cent. in wool	2 40	2 50
90 per cent. in bags		

COMPANIES NOT PRESSING THEIR SALES OF CEREALS

CEREALS—Montreal. — Rolled oats are quiet, but the oat market is a little firmer. Few sales are taking place, and what is being sold is not on account of market conditions. There is the usual small demand at this time of the year, and no sales of car load lots are being made, to make money on the market. Most companies are not pushing business, and there is no money at to-day's prices.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 50	
Roller Oats—	90's in jute.	
Small lots	2 75	
25 bags or more	2 60	
Packages, case	3 90	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	4 00	
Roller Wheat—	100-lb. bbls.	
Hominy, per 98-lb. sack	4 00	
Hominy, per 98-lb. sack	2 75	
Corn flour, bag	2 35	
Rye flour, bag	2 65	
Barley, pot	3 00	
Barley, pearl, lb.	0 04 1/2	

BIG DEMAND FOR FEEDS IS ATTRIBUTED TO LOW STOCKS

FEEDS. — **Montreal.** — There is a healthy look to this market, and millers find it difficult to explain. There is a very brisk demand for everything. It is probably due to the fact that stocks are low. There has never been any rush

for feeds during the past season, and this probably accounts for the good demand now.

Mill Feeds—	Per ton
Bran	21 00
Shorts	24 00
Middlings	26 00
Wheat moulée	30 00
Feed flour, bag	31 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

WHEAT CUTTING UNDERWAY

Harvest Conditions Early—Good Export Demand for Flour—Higher Freight Rates.

FLOUR — Toronto. — Reports from certain sections in Ontario are to the effect that some of the fall wheat has been cut within the past few days. This is exceptionally early. It is stated by flour men that the yield per acre will be fully up to that of last year. The Ontario wheat crop is stated to be in excellent condition, although the acreage will be slightly under that of last year. There has been a little more inquiry for flour for export purposes but freight rates have gone up 15 cents per hundred pounds and this has sent the price of flour higher by that much for export purposes. Buyers are inclined to object to paying the advance. There is a firmer tendency in the flour situation. Prices for domestic consumption remain unchanged. Wheat is quoted at a half cent higher than last week, No. 1 Northern changing at \$1.23½ per bushel track bay ports.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, of 2 bags
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent.	5 00	4 30

OATMEAL HAS ADVANCED IN LINE WITH ROLLED OATS

CEREALS — Toronto. — Standard and granulated oatmeals have advanced to \$3.25 for 98-pound bags, thus keeping in line with the recent advance in the price of rolled oats. The upward market has been due to the rising prices for oats. The cereal market on the whole is firm. Corn is scarce and has increased 10 cents per bushel, thus making a firmer tone in the price of cornmeal. There is a good demand for all cereals, principally for domestic consumption.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.	4 60	
Corn flour, 98 lbs.	2 55	2 75

Cornmeal, yellow, 98 lbs.	2 50
Graham flour, 98 lbs.	2 75
Hominy, granulated, 98 lbs.	3 40
Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 25
Oatmeal, granulated, 98 lbs.	3 25
Peas, Canadian, boiling, bush.	3 40
Peas, split, 98 lbs.	5 00
Roller oats, 98-lb. bags	2 95
Roller wheat, 100-lb. bbls.	3 25
Rye flour, 98 lbs.	3 00
Whole wheat flour, 98 lbs.	3 00
Wheatlets, 98 lbs.	3 50

FARMERS STARTING TO FEED BRAN TO CATTLE

FEEDS—Toronto. — Farmers are now beginning to feed bran to their cattle to supplement the ration with the drying up to a certain extent of the pastures. A diminishing milk supply has induced them to give the cows additional food materials. This has caused a good demand for bran and the prices have firmed up. Shorts also are in good demand, as the fall porkers are now in the process of being prepared for market. In fact there is a good demand for feeds of all kinds. A still larger demand is anticipated owing to the shortage in coarse grains. Feed flour is quoted at an advance of 5c per bag.

Mill Feeds—	per ton	Mixed cars
Bran	21 00	
Shorts	24 00	
Special, middlings	26 00	
Feed flour, per bag	1 55	1 70
Oats—		
No. 3, Ontario, outside points	0 49	0 50

WINNIPEG

FLOUR AND CEREALS. — First patents remain at \$6.60 Domestic flour business is still rather quiet, but there are prospects for good business commencing with August. Flour prices remain unchanged, although wheat has advanced considerably during the past few days. The general opinion prevails that wheat prices will not be able to hold firm on account of large quantities of wheat still in the country. Cereals are quiet, but the prospects are good for bulk business in August. Feed prices are a little easier, in most cases under last week's quotations.

Prices current to-day are: Bran, \$16: shorts, \$17-19; middlings, \$17-19; mixed chop, \$30. Mixed chop is inclined to be very firm, sales having been made even at \$31.

Flour—		
First patents	6 60	
Bakers	6 10	
Clean	5 40	
XXXX	4 40	
Cereals—		
Roller oats, 80 lbs.	2 25	2 30
Roller oats, pkgs., family size	3 75	
Wheat flakes, case	3 75	
Oatmeal, standard and gran., 98 lbs.	2 75	
Cornmeal, 98 lbs.	2 45	
Feeds—		
Bran, ton	16 00	
Shorts, ton	17 00	19 00
Middlings, ton	17 00	19 00
Mixed chop, ton	30 00	

The Quality Trio



Quality, then Price *that's Tillson's*

It matters not whether the market is strong or weak, Tillson's cereals are always of uniform quality.

Tillson's Rolled Oats

A food, not a fad

—the oats that are rolled thinnest and that cook quickest without breaking up. Especially suitable for a good, nourishing summer porridge.

Tillson's "Scotch" Health Bran

—the new quality cereal with features which are conducive to better health during the trying hot days of Summer.

Tillson's "Scotch" Fine Cut Oatmeal

—one of the new Tillson porridge cereals, packed in sanitary, dust-proof packages. It makes a palatable, nourishing, healthful porridge.

Write for Quotations.

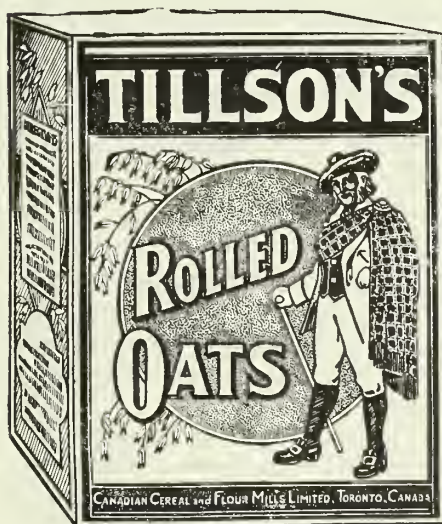
Canada Cereal & Flour Mills Co.

LIMITED

TORONTO

::

ONTARIO



If any advertisement interests you, tear it out now and place with letters to be answered.

Aniline Dyes in Some Sausages

Inland Revenue Department Report Shows That of 141 Samples of Sausages Examined, 13 Were Colored With Dyes—Starch Content Below Average, and Water Content About Normal—How Food Standards for Sausages Read.

THE report of the Inland Revenue Department of Canada under the signature of the Chief Analyst, Dr. A. McGill, on the content of sausage samples showed that 13 out of 141 examined contained aniline dyes. This means that sausages were dyed, presumably for the purpose of giving them a more attractive color. Five of these samples in which dyes were found were obtained in Montreal, four were secured in Ottawa, two in Toronto and one each in Hamilton and Windsor. One well known department store in Toronto is accredited with having sold sausages which contained these aniline dyes. This department store in question, according to the report, was given as the manufacturers of these sausages which they sold containing dyes.

The report on sausages deals with the work done on one hundred and forty-one samples. The purpose of these analyses was to discover the character of the goods as sold in Canada. These tests were made partially for the purpose of ascertaining whether or not certain modes of treatment not permitted to manufacturers who work under government inspection are in use by sausage manufacturers whose establishments are not supervised by the inspectors of the Department of Agriculture. This had particular reference to the use of dyes and preservatives.

Definition of Sausages

Sausages are defined by an Order in Council under date of October 14, 1910, as:

"2. Sausage, sausage meat, is a comminuted meat from swine or meat cattle or a mixture of such meats, either fresh, salted, pickled or smoked with added salt and spices and with or without the addition of edible animal fats, cereals blood and sugar, or subsequent smoking. It contains no larger amount of water than the meats from which it is prepared contain when in their fresh condition, and not more than ten per cent. of its weight of cereals; and if it bears a name descriptive of kind, composition or origin, it corresponds to such descriptive name. All animal tissues used as containers, such as casings, stomachs, etc., are clean and sound and impart to the contents no other substance than salt."

Free from Water

Analyses of sausages indicate that there has been no attempt to put any

extra amount of water into the sausage by the manufacturers. Authorities quoted give the mean average of many analyses of pork sausages as 48.24 per cent. water. The average of 60 samples made by the Inland Revenue Department showed the water content to be 48.0 per cent. The report of the Chief Analyst dealing with water content of sausages was as follows:

"Moisture (Water) Content.—This is required not to exceed the amount of moisture natural to the meats from which it is prepared. In this connection the following constants possess interest. They are taken from Leach "Food Inspection and Analysis", 2nd Edition, p. 213, et seq.

Beef as Usually Purchased.			
	Lean	Medium	Fat
Chucks	57.4	57.9	53.3
Ribs	52.6	43.8	39.6
Loin	58.2	52.5	49.2
Rump	56.6	45.0	36.2
Ronud	64.7	60.7	54.0

Pork as Usually Purchased.			
	Lean	Fat	
Shoulder	44.9	....
Loin	46.1	41.8	
Ham	59.4	33.6	

"Of the total water present in sausages, it is generally accepted that the lean sausage meat contributes about 76 per cent., the fatty tissue, from 3 to 8 per cent., and the starch or flour from 10 to 15 per cent. (Allen Com. Org. Analysis, Vol. VIII, p. 361) Konig (Jusammensetzung, etc., p. 1460) quotes 48.24 p.e. water for the mean of many analyses of pork sausages.

"The results of analysis in the case of the present collection, and so far as water is concerned, are as below:—

Average for		%
10 samples from New Brunswick	48.3	
10 " " Toronto	51.9	
10 " " Hamilton	49.4	
10 " " Alberta	43.9	
10 " " Rocky Mountains	50.6	
10 " " Vancouver	42.8	
60 "	48.0	
60 "	48.0	%

Starch Does Not Exceed Limit

The analysis for starch content show that it is considerably below the standards. The report of the Chief Analyst says:—

"Starch Content of Sausages.—The standards above quoted require that starch shall not exceed 10 per cent. As a matter of fact, our analytical results show that much less than this amount is usually present.

In the case of 80 samples examined, 75 samples contain starch. The average

starch content is 3.14 per cent. In greater detail, the results are:

For 10 samples from New Brunswick	7.44
" 10 " " Toronto	2.12
" 9 " " Hamilton	1.76
" 10 " " Manitoba	1.68
" 10 " " Saskatchewan	2.06
" 7 " " Alberta	3.89
" 10 " " Rocky Mountains	2.28
" 9 " " Vancouver	4.10
Mean starch for 75 samples	3.14



Fred Horne, city traveller for Campbell, Wilson & Horne, Limited, Lethbridge, Alta, has joined the 78th Depot Battery, Lethbridge. Fred will be missed in athletic circles as he was prominent in football, baseball, hockey and aquatic sports and is an all round athlete."

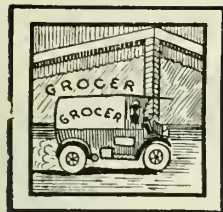
John E. Irving.—Among the latest of the missing, is Pte. John E. Irving, whose home is in Toronto. He has not been heard of since June 12, according to an official report received by the family. Pte. Irving enlisted last summer. He was employed with the Harris Abattoir Company.

R. G. Templeman.—Pte R. G. Templeman is reported as suffering severe wound in eye, Pte. Templeman is a South African veteran, and was employed by Swift Canadian Co. He is a Toronto man.

R. Carr-Harris. — The Canadian Gazette, London, says R. Carr-Harris, the representative of the Dominion Cannery Association, has arrived from Italy on his way to London and Canada, where he will take up his commission in the Canadian expeditionary force. Mr. Harris is a graduate of the Royal Military College, Kingston.

Wallace Gordon Winslow.—Pte Wallace Gordon Winslow, at the front with regiment of Mounted Rifles since February, is reported missing since the big battle of June 1-2. He is 17 years old and formerly was a clerk in the employ of Eirson's grocery store of Toronto.

Sidney Johnston.—Pte. Sidney Johnston, killed in action, 445 Margueretta street, Toronto enlisted in the 1st Contingent. He was employed with Minton Bros., tea merchants, at the time. His next of kin are in Ireland.



PRODUCE AND PROVISIONS



LOW CHEESE PRICE CREATES DEMAND

**Demand for Smoked and Cured Meats
Continues Good—Lard
Prices Firm**

PROVISION—Montreal.—There are no changes of very great importance this week. The demand for smoked and cured meats continues good, particularly on hams. Lard holds steady, and prices are unchanged.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.	0 22	
Backs—		
Plain, bone in	0 24	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 18	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
Cooked Meats—		
Hams, boiled, per lb.	0 34	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 26	0 27
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		
Heavy short cut mess	Per	30 00
Heavy short cut clear		32 00
Clear fat backs		33 00
Clear pork		33 00
Lard, Pure—		
Tierces, 350 lbs., net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs., gross	0 17	
Cases, 10-lb. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Lard, Compound—		
Tierces, 375 lbs. net	0 14½	
Tubs, 50 lbs. net	0 15	
Tins, 50 lbs. net	0 15	
Pails, wood, 20 lbs. net	0 15½	
Pails, tin, 20 lbs. net	0 15½	
Cases, 10-lb. tins, 60 in case	0 16½	
Cases, 3 and 5-lb. tins, 60 in case	0 16	
Bricks, 1 lb. each	0 17	
Hog—		
Dressed, abattoir killed, cwt.	16 25	

MANITOBA BUTTER LOWER THAN ONTARIO DAIRY

BUTTER—Montreal. — Receipts for the past week were 17,937 boxes against 18,496 in the previous week. The market on butter is steady at the decline. There is no export trade, as prices here are higher than permit of a profit being made from export business. Pastures all over the country are in excellent condition, and a continued heavy make is expected, which is now ahead of last year. Prices are unchanged. At Cowansville last week end they were quoting 28¾¢, St. Hyacinthe 28½¢. Dairy butter is a little more plentiful. Several cars of Manitoba dairy have been shipped east at one to two cents lower than Ontario

dairy. The American butter market is steady; the make there is very heavy, and weather conditions are good.

Butter—	
Finest creamery, fresh made	0 31
Dairy prints	0 26
Dairy, solids	0 25
Separator prints	0 26
Bakers	0 23

MARITIME EGGS BEATING OUT QUEBEC AND ONTARIO

EGGS — Montreal. — Receipts here amount to 18,622 cases, which shows a decline compared with the previous week. Hot weather eggs are now arriving in earnest, and quality of arrivals show wide difference in values. Strictly new laids are in good demand, and are commanding higher prices. Store eggs of doubtful quality are difficult to move. Several cars from the Maritime and the West are on the market at lower prices than those prevailing in Quebec or Ontario. No one appears to be storing these hot weather eggs, so that the market generally speaking is a shade easier on No. 1 and No. 2 eggs. Country buying prices are 25¼-26¢ loss off. The export of eggs continues, but they are mostly American eggs.

Eggs, case lots—	
No. 1's	0 29 0 29
Extras	0 32

DEMAND FROM ENGLAND MAY CAUSE BETTER CHEESE PRICES

CHEESE—Montreal.—Feature of the past week is the prevailing price at all boards, and at some boards the cheese was unsold as the factory men would not take the lower prices offered. This low range of values created a better demand from England, and would not be surprising if the market reacted somewhat. The lowest price of the week was 13¾¢, and at some boards as high as 14¾¢ was paid. At present colored cheese is commanding a premium of ¼-¼¢ over white. Receipts of cheese to May 1, in 1916 were 808,350 boxes, and in 1915 818,957. It is expected that in two or three weeks we shall catch up with and pass last year's figures, as owing to the good prices being paid every effort is being made to increase production.

Cheese—	
1916 make	0 16 0 17
Stilton	0 22
1915 make	0 20

POULTRY PRICES ARE WORKING DOWNWARD

POULTRY—Montreal. — Deliveries during the past week have been satis-

factory. Dealers report no surplus carried over. Storage poultry has been cleaned up, and there is a good demand for all poultry arriving on this market. Ducklings are showing a wide difference in quality, and shippers would be money in pocket if they held them until plump and well fattened. Poultry prices are gradually working to a lower level.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks	0 26	0 26
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30	0 30
Roasting chickens, ordinary	0 22	0 22
Squabs, Canadian, pair	0 60	0 60
Squabs, Philadelphia, pair	0 70	0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 25	0 25
Fowls, small, per lb.	0 23	0 23
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5-lb. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks, young	0 28	0 30
Ducks, old, per lb.	0 20	0 20
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY CROP REPORTED TO BE FAIR CROP THIS YEAR

HONEY—Montreal.—Reports so far indicate an average crop this year, and in the course of a week or so it will be known better how prices are going to shape up.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

PICNICS CREATE BIG HAM DEMAND

**Cooked Meats Considered Boon to
Housewife in Hot Weather—Prices
Have Advanced**

PROVISIONS—Toronto. — Owing to the big demand for boiled ham and cooked hams of all kinds, presumably for picnic purposes as well as saving of fuel and heat, there has been a bigger demand for all hams. Prices have advanced 1 cent per pound on all hams as a result. Hot weather has also operated to make the housewife get along with as little cooking of meat as possible. This has caused a bigger home consumption.

Hams—		
Light, per lb.	0 24½	0 25
Medium, per lb.	0 23½	0 24
Large, per lb.	0 22½	0 23

Backs—		
Bacon—		
Main, per lb.	0 26	0 29
Bonless, per lb.	0 28	0 30
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 35	0 36
Hams, roast, per lb.	0 35	0 36
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Shoat cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.,	0 17½	0 17½
Pails,	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.,	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Liv.	11 50	11 75
Dressed, abattoir killed.....	16 50	17 00

COLD STORAGE FOR BUTTER SHIPMENTS HARD TO GET

BUTTER—Toronto.—Cold storage for shipment of butter to England has been hard to get, in consequence export shipments have not been equal to the demand. Quite a considerable amount of butter is being put into cold storage locally and there is an easier tendency throughout the butter market. Deals at the present time are in favor of the buyer. There has been a fraction of a cent lower price at the factories, but the retail price has not changed.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 29	0 30
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE HAS RECOVERED HALF OF ONE CENT LOST

CHEESE—Toronto.—A recovery of a half-cent per pound in the price of cheese has taken place. Last week there was recorded a decline of 1c per pound. The price now being quoted is 16½c to 17½c per pound for new cheese. The market has been somewhat erratic in character for no apparent reason. There has been a big demand for export for the troops and the recent decline was a trifle hard to understand.

Cheese—		
New, large, per lb.	0 16½	0 17½
New, twins, per lb.	0 16½	0 18½
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22½	
Sept., triplets, per lb.	0 22½	

PEOPLE ARE NOT USING AS MANY EGGS IN HOT WEATHER

EGGS—Toronto.—The quantity of eggs consumed during recent days has been measurably less. Hot weather has affected the quality somewhat and people have been quick to let up on their use. The arrival of several carloads of western eggs also helped to make the market easier. As a result the prices paid in the country are down one cent per dozen. Prices for new laid, however, remain firm with an easier tendency in the market.

Eggs—		
New laid, cartons	0 31	0 33
New laid, ex-cartons	0 29	0 31

SPRING BROILERS GETTING TOO LARGE IN SIZE FOR USE

POULTRY—Toronto.—There is a smaller demand for spring broilers from hotels and restaurants owing to the greater size of the birds. Hotelmen find while they have to pay the same price per pound for a pound and a half chicken that they do for a three-pounder, yet they can only get the same price for the larger bird when they serve it on their tables. A broiler is usually cut in two portions.

Poultry—		
Spring broilers (1½ lbs. and over) ..	0 25—0 30	0 30—0 40
Old fowl, lb.	0 16—0 18	0 24—0 22
Milk-t-d	0 17—0 20	0 25—0 26

STRAINED HONEY IS NOW A SCARCE ARTICLE

HONEY—Toronto.—Strained honey is becoming an extremely scarce article. There have been a number of inquiries during the week which dealers found it impossible to fill. Until the crop comes in in August there will be no new supplies. Comb honey has shown a slightly firmer tendency. No 1 being quoted at \$2.75 to \$3 per dozen, and No. 2 at \$2.25 to \$2.50 per dozen.

Honey—		
Buckwheat, bbls., per lb.	0 07½	0 07½
Buckwheat, tins, per lb.	0 07½	0 08½
Clover, 50 lb. tins, per lb.	0 13½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	14½
Comb, No. 1, doz.	2 75	3 00
Comb, No. 2, doz.	2 25	2 50

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts of hogs have been comparatively light, and the market is firm at \$10.50, with a good local and outside demand. For the next six weeks we look for small receipts. There has been no change in the prices of meat products. Butter prices to the trade are unchanged, No. 1 creamery selling at 30c, and No. 2, 29c. The make is fairly liberal, but not as big as was anticipated on account of excellent pasturage. Creameries are asking more money this week, but no increases have been made in quotations to the trade. The average quality of the make this year is considerably better than in any previous year. Dairy receipts have been exceptionally good, but with the warmer spell, have fallen off slightly. We believe the flush is over, although there will be fairly liberal receipts for the next month and a half. There still continues a good demand from the East for dairy butter, which will ultimately find its way to export. Egg receipts have been light during the past week, and on account of the weather there is a wide variation in quality. The cheese market is weak, due no doubt to lack of export inquiries. The feeling is that it will go still lower, and quotations less than 19c are expected.

Hams—		
Light, per lb.	0 22	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20

Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 24	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 16½
Cooked Meats—		
Hams, boiled, per lb.		0 31
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.		0 35
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 16
Pails		3 32½
Cases, 10s		10 05
Cases, 5s		10 13
Cases, 3s		10 20
Cartons		0 17½
Lard, Compound—		
Tierces		6 13½
Tubs, 50s, net		6 74
Pails, 20s, net		2 80
Butter—		
Fresh made creamery, No. 1.....		0 30
Creamery, No. 2		0 29
Best dairy		0 24
No. 2 dairy		0 22
Cooking		0 16
Eggs—		
New laid	0 26	0 26½
Cheese—		
Ontario, large		0 19
Ontario, twins		0 19½

FRUIT AND VEGETABLES (Continued from page 30.)

Cabbage, new, case	2 50	3 00
Cabbage, Canada, case	3 75	4 00
Beets, doz. bunches		0 30
Beans, green	0 60	1 00
Carrots, new, doz.		0 30
Cauliflower, case	4 00	4 25
Celery, Canadian, case		1 25
Cucumbers, hamper	2 60	2 25
Cucumbers, basket		1 35
Onions—		
Texas, Bermuda, crate	2 25	2 50
Green, doz. bunches	0 20	0 30
Lettuce, leaf, doz.	0 15	0 25
Lettuce, head, dozen and half.....		1 00
Parsley, 11 qt. basket		0 40
Peas, green, Canadian, basket	0 25	0 50
Peppers, green, basket		1 00
Potatoes—		
Ontario, bag		1 90
New, barrel		4 00
Tomatoes, Georgia, 3-basket crate....	2 75	3 00
Tomatoes, Canadian, 11-qt. basket....	1 75	2 00

WINNIPEG

FRUIT AND VEGETABLES.—One of the new lines arriving on the market is Crawford peaches, selling at \$1.60 per case. Very few apricots are being offered, and what there are, are selling as high as \$3.25 and \$3.50 per crate. Raspberries are also on the market, selling for \$4 per crate. Practically no apples are offered. Quality of strawberries now on the market is very poor, mostly arriving from British Columbia. The reason for this is that the season is practically over, and by next week there will be few offering at all. Strawberries are going to the retail trade at \$3.50 per crate of 24 pints. Cherries are cheaper this week, 24-pint boxes selling at \$4.50 per crate. Cabbage is now selling at \$3.50 per crate, which is a considerable reduction.

Fresh Fruits—		
Bananas, lb.		0 04½
Cherries, 24 pt. box		4 50
Cantaloupes, crate		7 00
Grapefruit, case		6 00
Strawberries, B.C., case 24 pts.....		3 50
Valencia oranges, case		5 50
California lemons		6 50
Plums, crate	1 75	
Peaches, crate	1 75	
Raspberries, crate	4 40	
Apricots, crate	2 25	3 50
Watermelons		7 00
Vegetables—		
Cabbage, new, crate		3 50
Peppers, per basket		0 75
Mushrooms		0 90
Carrots, per lb.		6 03½
New potatoes, lb.		0 04
B.C. potatoes		0 90
Alberta potatoes		0 25
Garlic, per lb.		4 00
California head lettuce, case		5 00
California onions, sacks		1 50
Mississippi tomatoes, crate 4 baskets....		0 20
Green peas, lb.		0 20

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use --stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY--BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

Furnivall's
FINE
FRUIT
PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal
—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co.
Halifax, N.S. — MacLaren Imperial Cheese Co. Sydney, N.S.—
A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L.
Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese
Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

Freshly picked, sun-ripened fruits and pure cane sugar, coupled with careful and scientific manufacturing methods have made Furnivall's Jams the favorite of jam lovers everywhere.

There is always a big demand for Furnivall's. Why not "Cash in" on it from now on by displaying these popular jams in your windows or on your sales counter?

FURNIVALL-NEW, Limited
Hamilton Canada

YOU should buy an ELGIN NATIONAL
because



No. 40

It will **STEEL-CUT** Coffee faster than any other mill of corresponding size.

It can be regulated while running to grind the coffee to suit each patron's taste.

It costs you less, grinds fastest, runs easiest, best finished, made strongest —lasts longest, and because thirty years' actual usage has made it the most popular mill in Canada.



No. 35

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

BUY
STAR BRAND

"Made in Canada"

**Cotton Clothes Lines
and Cotton Twine**

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

If any advertisement interests you, tear it out now and place with letters to be answered.



THE BEST of BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

CONCORD Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg. Maritime Fish Corporation, Limited, 4 St. Nicholas Bldg., Montreal. W. A. Simonds, St. John, N.B. H. C. Janion, Vancouver, B.C.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight	
10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case,	
weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case,	
weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case,	
weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case,	
weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case,	
weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case,	
weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case,	
weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bhl. lots or 10 cases and over
	Per doz.	Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top
	Glass Jars
	16 oz. glass
	2 doz. case
	Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Current, Red	2 35
Current, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Ots., Delhi Epicure	2 40
Ots., Red Seal	1 75
Ots., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Leg Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4	
doz. to case	0 47 1/2
1's Baked Beans, Plain, 4	
doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family,
Tomato Sauce, \$1.30 doz.; Family,
Chili Sauce, \$1.30 doz.; 3's,
Plain, Flats, Aylmer only, \$1.40
doz.; 3's, Tomato Sauce, Flats,
Aylmer only, \$1.50 doz.; 2's,
Chili Sauce, Flats, Aylmer only,
\$1.50 doz.; 2 1/4's, Plain, \$1.45
doz.; 3's, Plain, Tall, \$1.60 doz.;
3's, Tomato Sauce, \$1.75 doz.;
3's, Chili Sauce, \$1.75 doz. The
above 2 doz. to case. 10's, 1/2
doz. per case, for hotel and
restaurant use (gals.), \$5.25
doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2	
doz. in case	1 15
12 oz. Glass, Screw Top, 2	
doz. in case	1 40
14 oz. Glass, Screw Top, 2	
doz. in case	1 60
16 oz. Glass, Screw Top, 2	
doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising) 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-ris- ing), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12- lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered

ROYAL BAKING POWDER

ABSOLUTELY PURE

The purity of ROYAL BAKING POWDER is unquestioned and this purity is so well known to consumers everywhere that sales are just as certain.

When you buy a stock of ROYAL BAKING POWDER you can count your profit on every can in advance, because the last can is just as sure to sell as the first one.

Contains No Alum



ROYAL BAKING POWDER CO.

NEW YORK



Melagama Tea

is all quality



and still sells at 40 and
50 cents. It has many
old friends.



Minto Bros.

284 Church Street

- - -

Toronto

Do You Believe That There is a

BEST?

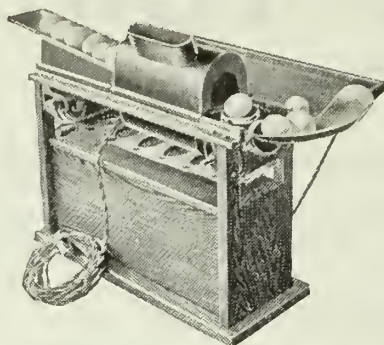
OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is



Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company

535 Detroit St.

ANN ARBOR,

MICHIGAN



A Real Whole Wheat Toast

Lovers of real whole wheat toast will find palate satisfaction and real food value in

Triscuit

The Shredded Whole Wheat Wafer. It is made the same as Shredded Wheat Biscuit except that it is compressed into a wafer and baked by electricity. Unlike many so-called whole wheat flour products, it has the whole wheat in it, including the bran-coat, which is so useful in stimulating bowel movement. You should always keep this crisp, snappy, delicious wafer in stock. It is delicious when eaten with butter, soft cheese or marmalades.



The
Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

62-U

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 28
ings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box. per box	0 90
Nut milk chocolate, 1/2's 6, lb. boxes, lb.	0 39
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE	
Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs....	0 34 1/2

ENGLISH BREAKFAST COFFEE.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb....	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60..	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, 1/4s, \$2; 1s, \$3.35; 2s, \$6.50; 6s, \$23; 14s, \$60.	
Roast Beef, 1/4s, \$2; 1s, \$3.35; 2s, \$6.50; 6s, \$23.	
Boiled Beef, 1s, \$3.35; 2s, \$6.50; 6s, \$23.	
Jellied Veals, 1/4s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, 1/4s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/4s, \$2; 1s, \$3.25; 2s, \$6.25.	

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

FOR SALE—GROCERY BUSINESS, DOING about \$3,500 a year. Clean stock, up-to-date fixtures. Apply Box 148, Canadian Grocer.

FOR SALE—GROCER AND BUTCHER'S business; doing nice trade; all fitted complete. House furniture and all for sale. Reason for selling, going to England. Apply Box 149, Canadian Grocer.

WANTED

GOOD, EXPERIENCED, ENGLISH-SPEAKING clerk wanted, single preferred. Direct communication to Oxford Provision Co., 5593 Sherbrooke St., Montreal.

WANTED — RELIABLE GROCERY AND provision clerk; one with several years' experience; must be a good salesman. Apply Barnsdale Trading Co., Limited, Stratford, Ont.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED — POSITION AS TRAVELLING salesman by man with four years' road experience wholesale groceries and long retail experience. Well acquainted north and west of North Bay. Would consider responsible inside position, wholesale or retail. Box 147, Canadian Grocer.


WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

OAKLEY'S KNIFE POLISH

20-102-20-102



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

To All Live Business Men

I would like to hear from any merchant or any good, live, responsible man residing in any part of Canada who would be interested in handling the Best Egg Preserver in the world, bar none, which will be manufactured in Chicago, Ill., and Toronto, Canada, in 1917.

Address

R. G. FLEMING
Blackfoot, Idaho.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

Jenkins & Hardy

Assignees, Chartered
Accountants, Estate and
Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of
the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are now located in our new and
more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.
FRESH FISH
FOR NEXT WEEK
Halibut, Cod, Haddock, Trout,
Whitefish
Price
Quality
Service
J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters
of Sausage Casings, Packers' and
Butchers' Supplies. Outfitters of
Meat Markets. Pure Spices a Specialty.
Butchers' Coats and Aprons.
49 DUNDAS STREET. - TORONTO

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered
Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Keep "Stop-On" Polishes before your customers

You can confidently recommend every "Stop-On" line to give the user the utmost satisfaction. A "Stop-On" shine will retain its brilliancy wonderfully in all weathers and will not rub off on the clothing—something of particular importance to those wearing white shoes.

We manufacture "Stop-On" in Black, Tan, Nut Brown, Ox-Blood and White. Our white shoe dressing is the only permanent white to be had.

Be a "Stop-on" Dealer.



**STRANG
BROS.
WINNIPEG**



Have you tried WETHEY'S ORANGE MARMALADE?

It is making
a hit.

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
Boneless Pigs' Feet, ½s, \$1.75; 1s, \$2.50; 2s, \$5.50.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, \$1.75; 1s, \$2.80; 4s, \$15.50.
Sliced Smoked Beef, glass, ¼s, \$1.35; ½s, \$1.95; 1s, \$2.95.
Tongue, Ham and Veal Pate, ½s, \$1.50.
Ham and Veal, ½s, \$1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.45.
Ox Tongues, tins, ½s, \$3.00; 1s, \$5.50; 1½s, \$8.25; 2s, \$10.75.
Ox Tongues, Glass, 1½s, \$10.50; 2s, \$13.00.
Minced, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
In Pails, 25 lbs., 12c lb.
In 50 lb. Tubs, 12c lb.
In 85 lb. Tubs, 11½c.
In Glass, 1s, \$2.30.
Plum Pudding, 1s, \$2.30; 2s, \$3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
Pork and Beans, Plain Talls, 1s, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70. Individuals, 65c doz.
Pork & Beans, Tomato Sc. Talls, 1s, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70. Individuals, 65c doz.
Pork and Beans, Chili, 1s, 80c; 2s, tall, \$1.30; 3s, flat, \$1.70. Individuals, 65c doz.
Tomato Sauce, 1½s, \$1.10; Chili Sauce, 1½s, \$1.10; Plain Sauce, 1½s, \$1.10.
Pork and Beans, 1½, Chili Sauce, 95c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.25.
Clark's Chateau Chicken Soup, \$1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
Spaghettl with Tomato and Cheese, ½s, 95c; 1s, \$1.30; 2s, \$2.35 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO.
LIMITED.

PRICE LIST ON BOAR'S HEAD
LARD COMPOUND TO
RETAILERS.

Tierces 0 14½
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 20 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 7c over tierces; 10-lb. tins, 6 to the case, 3½c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies
BASIN DE VICHY WATERS,
L'Admralable, 50 btles, litre,
cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btles, cs. \$9 00

IMPORTED GINGER ALE
AND SODA
Ginger Ale, Trayders, cs, 6
doz. pts., doz. 1 15
Ginger Ale, Trayders, cs, 6
doz., splits, doz. 0 95
Club Soda, Trayders, cs, 6
doz. pts., doz. 1 05
Club Soda, Trayders, cs, 6
doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-
lb. tins, lb. 0 35
Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha
Blend, 1-lb. tin, lb. 0 34½
Victoria, Java and Mocha
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32
Princess, Java and Mocha
Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., ¼-lb. \$ 1 60
D. S. F., ½-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., ¼-lb. 0 90
Per jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.
White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval 1lb.
ltho. dredge.
dredge, 2½ oz.
Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90
Arrowroot, 4 oz.
tins, 85c
Cayenne 0 45 0 90
Celery salt
Celery pepper
Cinnamon 0 45 0 90
" whole, 5c.
pkgs., window
front, 45c
Cloves 0 45 0 90
Cloves, whole, 5c.
pkgs., window
front, 45c
Curry powder
Ginger 0 45 0 90
Mace 1 25
Nutmegs 0 45 0 90
Nutmegs, whole,
5c pkgs., window
front, 45c
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90
Pickling spice,
window front, 90c
Shipping weight
per case 10 lbs. 15 lbs.
Dozens to case... 4 4

FULL CARS EXTRA FANCY ARKANSAS ELBERTA PEACHES

In Bushel Baskets
and 6 Basket
Carriers. Fine
Quality, Prime
Condition.

BIG
SELLERS

PRICES
REASONABLE

The House of Quality

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1871

Georgia Peaches

Finest Elbertas

in 6-Basket Crates and Bushel Baskets.
This fruit is fine color, firm and good for
out-of-town shipping.

California Peaches

Pears Plums

Local Fruits and Vegetables
in large variety.

WHITE & CO., LIMITED

Wholesalers in Fancy Fruits and Vegetables
TORONTO

Branch at Hamilton.

That Novelty in MAPLEINE FLAVORING

not found in any other
flavor. Has more uses
than other flavors—used
for Ice Cream, in Cakes,
in Icings, in Candies,
etc.

Your Customers will
be pleased

ORDER FROM:
Frederick E. Robson & Co.
25 Front St. E.
Toronto, Ont.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.



Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemon Weather

is surely here and Italy
is finished shipping Ver-
dellis, so don't be sur-
prised if you see some
fancy prices. Arrange
your supply and don't
forget the best is packed
under

“St. Nicholas”

“Queen City”

“Kicking”

Order Them.

J. J. McCabe

Agent
TORONTO

KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

If any advertisement interests you, tear it out now and place with letters to be answered.

GROCERS, ATTENTION

The Black Currants, delicious Lawtonberry, Black Thimbleberry, all Niagara Peninsula grown, and branded with this label which protects you and your buyer, will be along in a few days.

This notice is given in advance so that your dealer can prepare for the trade. Tomatoes are beginning to make their appearance.

Boost the Niagara Peninsula line.

For further information
write this paper.



Teaching a nation the Value of Raisins

Europeans eat nearly five times as many raisins per capita as Americans. That's because they appreciate them. Americans will be soon using as many raisins per capita as Europeans as a result of our national campaign on

SUN-MAID Raisins

And you grocers will sell these raisins to them. This is the only brand of raisins ever nationally advertised. We are spending thousands of dollars telling Americans about this brand in full pages every month in The Saturday Evening Post, colored pages in The Ladies' Home Journal, and local newspaper advertising. Grocers everywhere are feeling the results. Capitalize on this sensational expenditure of money. Get the full benefit of this new impetus to your raisin business.

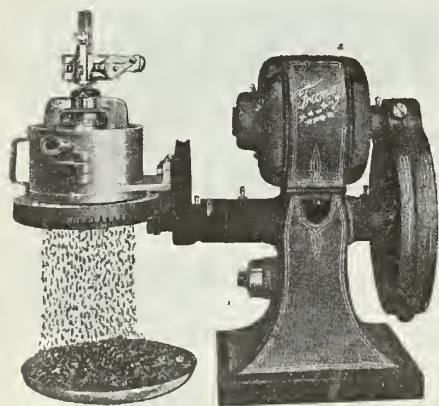
THREE VARIETIES

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded).

Your Jobber Can Supply You (280)
CALIFORNIA ASSOCIATED RAISIN CO.
Membership 8000 Growers
FRESNO, CALIFORNIA

Freeman's Electrical

Made in Canada



Driven
Meat
Chopper
Bone
Grinder
and
Coffee
Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

INDEX TO ADVERTISERS

A	M
Acadia Sugar Refining Co.	MacKenzie & Morris 12
Inside front cover	Maclure & Langley 12
	MacNab, T. A., & Co. 12
B	Magor, Son & Co. 14
Baker, Walter, & Co., Ltd. 41	Malcolm Condensing Co. 13
Balfour-Smye & Co. 10	Mann, Laurie Co. 12
Benedict, F. L. 41	Mathieu Co., J. L. 44
Betts & Co. 37	McCabe, J. J. 45
Borden Milk Co. 1	McVitie & Price, Ltd. 48
Bowman & Co., Geo. 41	Mennen, G. Chemical Co. 2
Bowser Co., S. F. 8	Millman, W. H. Sons 12
	Minto Bros. 39
C	N
California Associated Raisin	
Co. 46	National Cash Register Co. 3
Canadian Cereal & Flour	National Licorice Co. 48
Mills Co. 33	Niagara Peninsula Publicity
Canadian Salt Co. 48	Association 46
Can. Shredded Wheat Co. 40	
Cane, Wm., & Sons Co., Ltd. 9	O
Chase & Sanborn 10	Oakey & Sons, John 41
Church & Dwight 48	
Clark, Ltd., W. 7	P
Cochran, J. N. 12	
Codville Co. 11	Patrick & Co., W. G. 12
Concord Canning Co. 38	Pennock, H. P., Co., Ltd. 12
Connors Bros. Inside back cover	Perry Co., The H. L. 12
Crescent Mfg. Co. 45	
	R
D	
Dominion Canners Back cover	Red Rose Tea Co. 13
	Rock City Tobacco Co. 4
E	Royal Baking Powder 39
Eckardt, H. P., & Co. 43	
Estabrooks Co., Ltd., T. H. 13	S
Eureka Refrigerator Co. 13	
	Smith & Son, E. D. 6
F	Smith & Proctor 10
Fairbanks Co., N. K.	Spratts 8
Inside front cover	St. Lawrence Sugar Refineries 11
Fearman, F. W., & Co. 38	Stanway, Geo. 12
Fleming Preservation Co. 41	Star Egg Carrier & Tray Mfg.
Freeman Co., W. A. 46	Co. 12
Fruvill-New 37	Stevens-Hepuer Co., Ltd. 9
	Strang Bros. 42
G	T
Guelph Soap Co. 8	
	Toronto Salt Works 41
H	Toronto Butchers' Supply Co.,
Hamilton Cotton Co. 37	Ltd. 41
Hargreaves (Canada), Ltd. 9	Trent Mfg. Co. 41
Hillock, John, & Co. 2	
Hobart Mfg. Co. 44	V
Hygienic Products Co. 9	
	Varty, W. Geo. 12
I	W
Imperial Extract Co.	
Inside back cover	Wagstaffes, Limited 5
Imperial Rice Milling Co. 2	Walker, Hugh, & Son 45
	Watson & Truesdale 12
J	Webb, Harry 12
Jenkins & Hardy 41	Webster & Co., W. R. 14
Jennings, A. E. 40	Wethey's, J. H. 42
	White & Co. 45
L	White Swan Co. Front cover
Lambe & Co., W. G. A. 12	Whittemore Bros., Corp. 4
Lemon Bros. 45	Woodruff & Edwards 37
Lightcap, O. F. 12	Woods & Co., Walter 8

Stephen Leacock

contributes an article "Is Permanent Peace Possible?"—an excellent summary of conditions governing international relations.

Robert W. Service

supplies another of his wonderful war poems "The Flowers," written at the front, where he is driving a motor ambulance.

Agnes C. Laut

writes on "Business--and the Fatal Spiral," an excellent article dealing with a serious condition in business which has developed.

Arthur Stringer

Arthur E. McFarlane

L. M. Montgomery

These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

H. F. Gadsby

contributes an article on Dr. Michael Clark, M.P., the Free Trade advocate of the Commons.

All in the August issue of MacLean's Magazine, together with a dozen other features, and the Review of Reviews department. Get a copy at your news-stand, or, better still, send in your subscription. Yearly subscription price, \$1.50.

August MacLean's

Now on sale at all News Stands—15 cents the copy.

The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto

DWIGHT'S COW BRAND BAKING SODA

is a big seller and a repeater because it measures up to the good housewife's every requirement in quality baking soda.

It has been the leading household requisite since it was first turned out in 1846.

There is no other soda quite as popular as Cow Brand. Your wholesaler will supply you.

CHURCH & DWIGHT, LTD.
MANUFACTURERS MONTREAL



**Canada's Best
Will Stand
The Test**

For years, Windsor Salt has stood every test for Purity, Quality and Savour.

It is the standby in almost every home—just as it is sold by practically every grocer.

**Windsor
Table
Salt**
*Made in
Canada*
THE CANADIAN SALT CO. LIMITED

Y & S STICK LICORICE

48 5c. Packages to Box



**The old-fashioned remedy
for Coughs and Colds**

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

DIGESTIVE.

SCOTTISH ABERNETHY.

ACADEMY CREAMS.

CREAMY CHOCOLATE.

OSBORNE.

RICH TEA.

SMALL PETIT BEURRE.

BELGIUM.

BUNTY CREAMS.

BUTTERETTE.

ROYAL SCOT.

"The Premier Biscuit of Britain." Finest wholemeal.

The Scottish favourite.

Rich cream-filled shortbread biscuit.

Chocolate biscuit filled with cream.

The standard Old Country biscuit, delightful flavour. Popular Scottish tea biscuit.

Fine butter flavour.

Rich shortcake.

Butterfly shape, cream sandwich, almond flavour.

Light short-eating cracker.

Ideal tea or coffee biscuit.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

A real trade-builder
for your fish department



Only by handling goods of established purity can you hope to permanently build profitable fish sales. Stock the kind whose wholesome, appetizing qualities appeal to the most particular.

Brunswick Brand Sea Foods

Brunswick Brand Sea Foods please, because the quality is there, the delicious, palate-pleasing quality resulting from carefully processing the very choicest pick of the season's catches. That's why first users become constant purchasers—Brunswick Brand is irresistible.

Replenish your stock from the following list:

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Connors Bros.
LIMITED
Black's Harbor, N.B.

Practically Sold
Before You Put
It On Your Shelves

Shirriff's is so well and favorably known all over Canada that it is now accepted everywhere almost as a "staple." It is superior in flavor, bouquet and strength. Fewer drops are required to flavor a cake or pudding.

Shirriff's True Vanilla



sells like everything, and it soon runs up a tidy lot of profits. Once sold it adds new customers to your list, for it invariably makes friends.

Shirriff's is 50 per cent. stronger than Government standard for pure vanilla. And that little word "Guaranteed" seldom fails to close a sale.

We have shown the women everywhere how good Shirriff's really is. All you have got to do is to let them know you have it. They'll do the rest and you count the profits. Just let us send your wife a trial bottle, and you ask her how good it is.

The Imperial Extract Co.
Toronto

New 1916 Strawberry Jam
Now Ready in the Reliable

“Aylmer”
Brand

You will do a wise thing
if you buy heavy now.

Sugar is high and the
housewife will not put
down much jam this year.

This means a rush in the
fall and higher prices.

Our tip to you is—BUY
NOW.

Dominion Canners, Limited
HAMILTON - - CANADA

In This Issue—Featuring Store Equipment

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JULY 28th, 1916

No. 30



**GIVE THIS MAN
HALF AN HOUR**

Will you give this man half an hour to tell you what McCaskey Service can do for your business and for your customer?

He's the McCaskey man and he knows the charge account business from A to Z. His bread and butter depends upon his knowing that business. If you will spend half an hour with him you can't help getting some mighty good ideas that will fit your business and you'll be perfectly welcome to them whether you give him an order or not.

McCaskey Service means as much to your customer as it does to you. For your customer is just as much interested in knowing how much he owes from day to day and in having his accounts kept in the simplest way and with the least possible expense as you are yourself.

McCaskey Service pays for itself in the average business—in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

If you give the McCaskey man half an hour of your time to tell his story it will be worth your while.



McCASKEY
TORONTO :: CANADA

McCASKEY
"ONE WRITING"

BE PREPARED

ORDER **O-Cedar** NOW

Polish
(MADE IN CANADA)

It is a safe estimate that the sale of O-Cedar this fall will be treble that of any other season. Are you prepared? The wonderful merits of O-Cedar appeal to every housewife and our great advertising campaign keeps every woman reminded.

ORDER FROM YOUR JOBBER NOW

Your customers are using it all the time, but they will use three and four times as much this fall.

DISPLAY IT—LET THEM KNOW YOU HAVE IT.



CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use --stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY--BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND



Convenience

—yes, and Quality, too, is what has made **Borden Milk Products** so popular. There is no fuss, no worry with Borden's. It is always ready for use when instant use is desirable.

There is no waste or spoilage with Borden Milk Products. The same delightful flavor and goodness is just as evident in the last drop as the first.

Quality dealers everywhere are featuring Borden's—the leaders of Quality. Our consumer advertising has familiarized everybody with Borden Superiority, hence sales are quick and profitable.

Get after your proper share of this business by displaying Borden's prominently in windows and counter displays. Recommend them to every customer. Borden quality will satisfy the most particular. Order your supply to-day.

Borden Milk Company

“Leaders of Quality”

MONTREAL

Branch Office: No. 2 Arcade Building,
Vancouver, B.C.

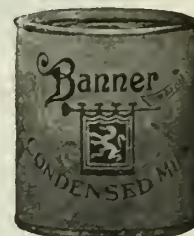
MALCOLM'S MILK PRODUCTS are reliable Summer Sellers



When the thermometer is climbing and people's thoughts are turning towards the cottage or the camp—that is the ideal time to bring Malcolm's Milk Products before the attention of your customers.

Though they are in good demand throughout the entire year, yet the Summer is a particularly opportune season to increase the sales of these popular Canadian made milk products. The unstinted satisfaction that every sale produces will mean further orders and a decided increase in that customer confidence which means so much to every dealer.

Order a supply now. We pay freight up to 50c. per 100 lbs. in Ontario, Quebec and Maritime Provinces.



HERE IS OUR LIST:

St. George Brand Coffee, 2 doz. in case.....	\$4.80
St. George Evaporated Milk, 4 doz. in case.....	3.75
Banner Condensed Milk, 4 doz. in case.....	5.75
Princess Condensed Milk, 4 doz. in case.....	4.75



The Malcolm Condensing Co., Limited, St. George, Ont.

Why You Should Feature

KING GEORGE'S NAVY

Profit You Wouldn't Get

You will be agreeably surprised, Mr. Dealer, when you realize the big profits that can be so easily secured by devoting a little space to the sale of high-grade tobacco, such as

KING GEORGE'S NAVY

The profit on this popular chewing tobacco is well worth going after, and the big demand which everywhere characterizes it is your best guarantee of heavy profit-pulling sales.

Put our claims to the test. A trial supply will convince you.



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg

If any advertisement interests you, *tear it out now and place with letters to be answered.*

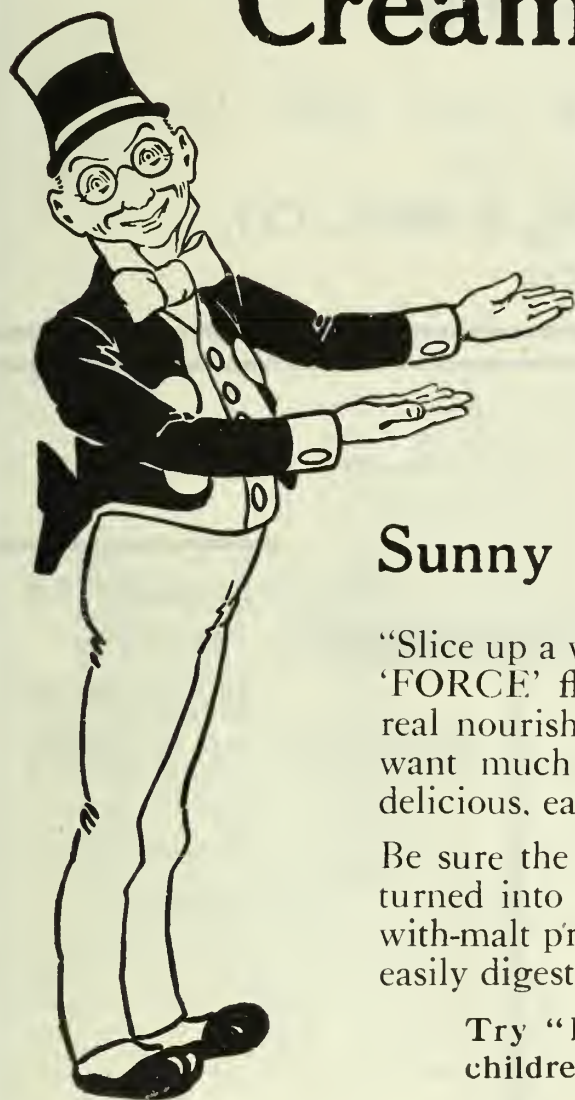
"FORCE"

and

Bananas

and

Cream



Sunny Jim Says:

"Slice up a well-ripened banana into a dish of crisp, golden 'FORCE' flakes—add sugar and cream—and you have a real nourishing, satisfying MEAL. For folk 'who don't want much at breakfast,' this combination gives much delicious, easily digested nourishment."

Be sure the banana is just ripe—then the starch has been turned into easily digested "sugar." Just as the cooking-with-malt process in "FORCE" turns the wheat-starch into easily digested elements,

Try "FORCE" and Bananas yourself. Let the children have it. See how well-liked it will be.

The above is taken from this week's big "FORCE" newspaper advertisement. It's timely and forceful. It will bring business for grocers who let their customers know they sell "FORCE". Will you co-operate with us and make a display this week?

The H-O Company, Hamilton


RICE

THE ECONOMICAL FOOD FOR HOT WEATHER

For quick shipment ask for "Mount Royal Mills" Brands

MOUNT ROYAL MILLING & MFG. CO.

D. W. ROSS COY., MONTREAL



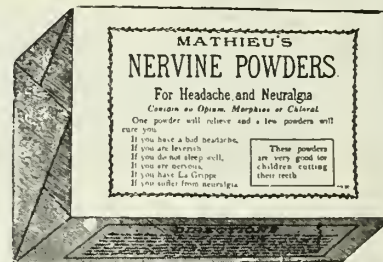
CENTURY SALT

Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients, the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT CO. LIMITED
SARNIA, ONT.



**It pays to
feature**

MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

If any advertisement interests you, tear it out now and place with letters to be answered.

GOING CAMPING THIS SUMMER?

Too Busy!

Well—perhaps your customers are going.

Don't let them get away without a supply of "Canada First" Milk.

You can make the sale if you tell them it is clean and safe—while ordinary cows' milk from an unrestricted source is dangerous.



Sell it for Camping and Summer Homes

It keeps until opened and for some days after.

Handy - Clean - Safe

A word to the wise is sufficient.

Aylmer Condensed Milk Co.
Limited
AYLMER, ONTARIO

This Advertisement

and others similar to it are running in magazines and newspapers all over Western Canada. As consumers read these advertisements, they feel kindly toward the Gold Standard products on your shelves. A word from you often turns a sale.



Gold Standard

Chaffless Coffee
(Absolutely Harmless)

A COFFEE that is absolutely pure and free from chaff.

It is roasted, ground and packed under ideal sanitary conditions, and reaches you in a sealed can, full strength, rich flavor, and containing all its original nutritive qualities. You should try it.

24

FREE RECIPE BOOK

110 pages of splendid recipes. Write and mention your grocer's name.

Gold Standard Mfg. Co.
WINNIPEG - CANADA

Western
Made



for
Western
Trade

Let us help you to more sales and bigger profits. Write us now, in plenty of time for bigger fall business.

The Codville Company
LIMITED

Winnipeg, Brandon, Moose Jaw, Saskatoon,
Medicine Hat, Prince Albert.

In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

Canada's  Best

Pork and Beans

Plain Chili Tomato Sauce

Our message to you this week, Mr. Grocer, is not a new one; we cannot do better than emphasize the old.

WE GIVE YOU THE QUALITY
YOUR CUSTOMERS APPRECIATE THIS
YOU KNOW WHAT SELLS

**BUY GOODS
MADE IN CANADA**



But
Buy Them
on
Their Merits



PUT YOUR STOCK IN SHAPE NOW

W. CLARK, LIMITED, - - MONTREAL

Classified Directory of Store Equipment Advertisers

Account Registers

McCaskey Systems Limited,
Toronto, Canada.

Biscuit Cabinets

Telfer Bros., Limited, Toronto, Ont.
Walker Bin & Store Fixture Co., Berlin, Ont.

Broom Racks

Walter Woods & Co., Hamilton, Ont.

Butcher Blocks

John Hillock & Co., Toronto, Ont.

Butter Dishes

H. P. Eckardt & Co., Toronto, Ont.
Oval Wood Dish Co., Delta, Ohio.
Walter Woods & Co., Hamilton, Ont.

Cash Registers

National Cash Register Co., Toronto, Ont.

Cheese Cutters

American Computing Co., Hamilton, Ont.
Computing Cheese Cutter Co., Windsor, Ont.
W. A. Freeman Co., Hamilton, Ont.
Walter Woods & Co., Hamilton, Ont.

Coffee Grinders

A. D. Fisher Mfg. Co., Toronto, Ont.
W. A. Freeman Co., Hamilton, Ont.
Hobart Mfg. Co., Toronto, Ont.
Woodruff & Edwards Co., Elgin, Ill.

Coffee Refiners

Hobart Mfg. Co., Toronto, Ont.

Cold Storage Doors

Eureka Refrigerator Co., Toronto, Ont.
John Hillock & Co., Toronto, Ont.

Computing Scales

Brantford Computing Scale Co., Brantford, Ont.

The Canadian Fairbanks-Morse Co., Montreal, Que.

Counter Check Books

McCaskey Systems, Limited., Toronto, Canada.
Walter Woods & Co., Hamilton, Ont.

Delivery Wagons

Canada Carriage Co., Brockville, Ont.

Display Counters

Thos. Lewis Arnett, Souris, Manitoba.
Eureka Refrigerator Co., Toronto, Ont.
John Hillock & Co., Toronto, Ont.
Walker Bin & Store Fixture Co., Berlin, Ont.

Display Tables

Walker Bin & Store Fixture Co., Berlin, Ont.

Dough Mixers

Hobart Mfg. Co., Toronto, Ont.

Egg Carriers

H. P. Eckardt & Co., Toronto, Ont.
Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.
Walter Woods & Co., Hamilton, Ont.

Fish Boxes

Eureka Refrigerator Co., Toronto, Ont.

Fruit Stands

John Hillock & Co., Toronto, Ont.
Walker Bin & Store Fixture Co., Berlin, Ont.

Ice Cream Cabinets

Eureka Refrigerator Co., Toronto, Ont.

Ice Machines

W. A. Freeman Co., Hamilton, Ont.

Meat Choppers

W. A. Freeman Co., Hamilton, Ont.
A. D. Fisher Mfg. Co., Toronto, Ont.
Hobart Mfg. Co., Toronto, Ont.

Walter Woods & Co., Hamilton, Ont.

Meat Slicers

Brantford Computing Scale Co., Brantford, Ont.
W. A. Freeman Co., Hamilton, Ont.
Hobart Mfg. Co., Toronto, Ont.
Walter Woods & Co., Hamilton, Ont.

Pail Covers

Evan L. Reed Mfg. Co., Sterling, Ill.

Paper Balers

H. P. Eckardt & Co., Toronto, Ont.
Walter Woods & Co., Hamilton, Ont.

Patented Bins

Thos. Lewis Arnett, Souris, Man.
Walker Bin & Store Fixture Co., Berlin, Ont.

Peanut Butter Machines

Hobart Mfg. Co., Toronto, Ont.

Pickle Jar Stands

Evan L. Reed Mfg. Co., Sterling, Ill.

Pumps for Gasoline

S. F. Bowser & Co., Toronto, Canada.
Wayne Oil Tank Co., Woodstock, Ont.

Pumps for Molasses

Walter Woods & Co., Hamilton, Ont.

Pumps for Oil

S. F. Bowser & Co., Toronto, Canada.
Wayne Oil Tank Co., Woodstock, Ont.

Pumps for Vinegar

Walter Woods & Co., Hamilton, Ont.
Wilson, Badgerow & Lytle Co., Toronto, Ont.

Refrigerators

Eureka Refrigerator Co., Toronto, Ont.

W. A. Freeman Co., Hamilton, Ont.

John Hillock & Co., Toronto, Ont.
Walter Woods & Co., Hamilton, Ont.

Refrigerator Counters

Eureka Refrigerator Co., Toronto, Ont.
W. A. Freeman Co., Hamilton, Ont.
John Hillock & Co., Toronto, Ont.
Walker Bin & Store Fixture Co., Berlin, Ont.

Refrigeration Systems

W. A. Freeman Co., Hamilton, Ont.

Shipping Boxes

Thompson & Norris Co. of Canada, Niagara Falls, Ont.

Show Cases

Thos. Lewis Arnett, Souris, Man.
W. A. Freeman Co., Hamilton, Ont.
John Hillock & Co., Toronto, Ont.
Walker Bin & Store Fixture Co., Berlin, Ont.
Walter Woods & Co., Hamilton, Ont.

Tanks for Oil

S. F. Bowser & Co., Toronto, Canada.
Wayne Oil Tank Co., Woodstock, Ont.

Tea Mixers

Hobart Mfg. Co., Toronto, Ont.

Window Backs

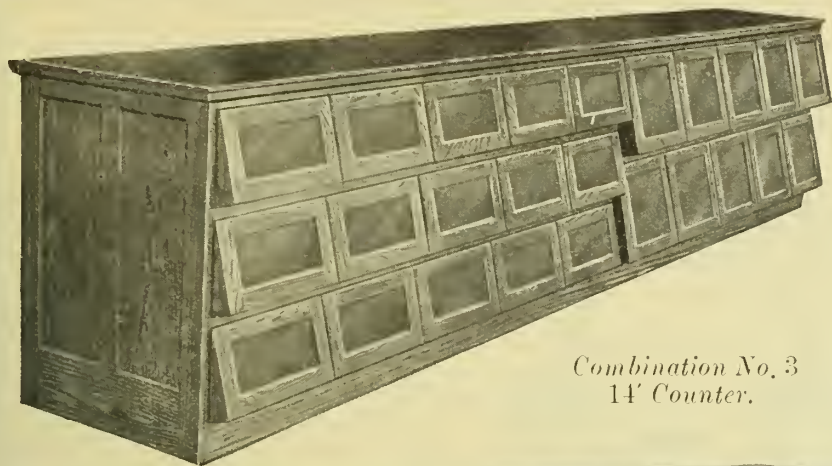
Thos. Lewis Arnett, Souris, Man.
Walker Bin & Store Fixture Co., Berlin, Ont.

Window Panelling

Thos. Lewis Arnett, Souris, Man.
Walker Bin & Store Fixture Co., Berlin, Ont.

TWO CENTS PER WORD

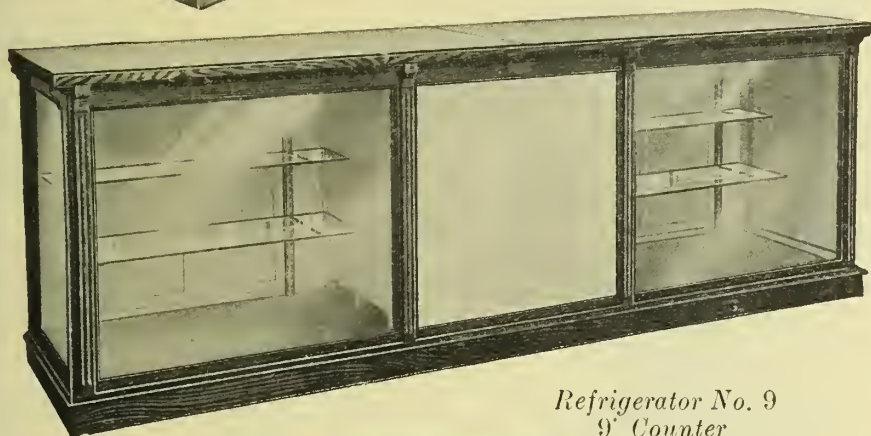
You can talk across the continent for two cents per word
with a Want Ad. in this paper.



*Combination No. 3
14' Counter.*

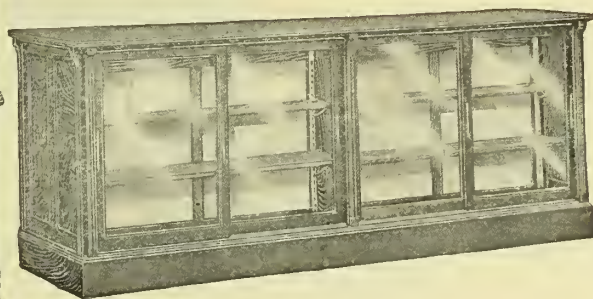
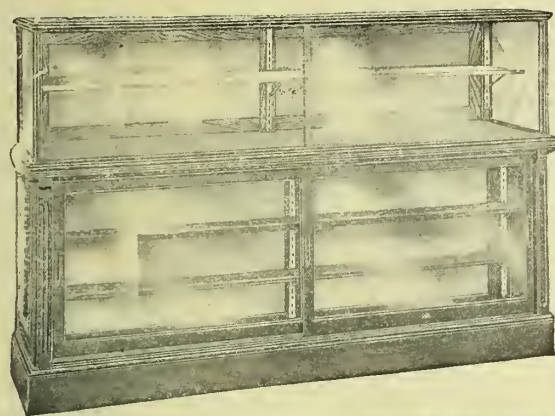
Grocery Counters Sanitary Display Easy to Serve From Well Made and Finished

The No. 3, with glass fronts and bins or drawers in rear to serve your customers with choice stock in original stock and flavor from air-tight, dust and fly-proof bins.



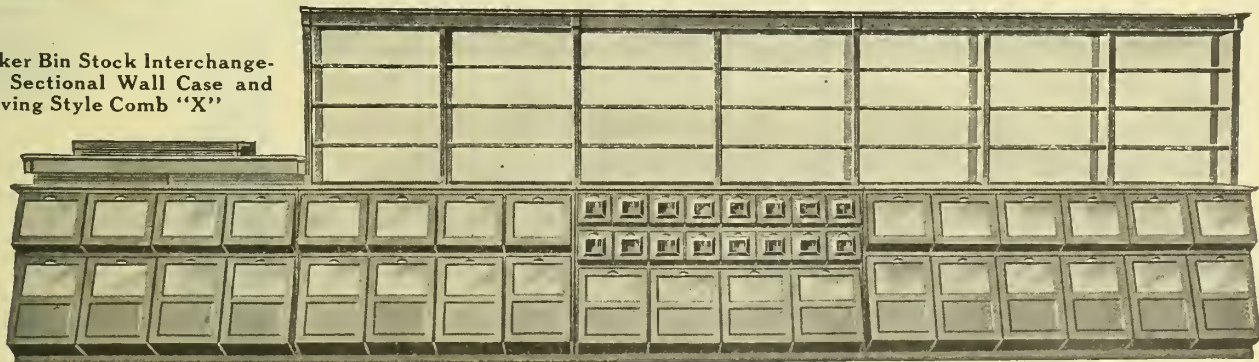
*Refrigerator No. 9
9' Counter*

The No. 9 Refrigerator for cooked meats, butter, etc., or chocolates this hot weather.



The No. 6 and 6-C are fine for pastry and confectionery or cigars, being fitted in rear with inclosed shelving or bins as required. See Oxford Provision Co. store in the issue which has six of these counters and one 11' No. 9 Refrigerator, in one of best equipped stores in all Canada.

Walker Bin Stock Interchangeable Sectional Wall Case and Shelving Style Comb "X"



Our Sectional Patent Display Bin Wall Case and Shelving cost less to install than some of the counters you buy, and beside carrying the same bulk stock in the bins, directly accessible in same bin your goods are, you have shelving to carry all usual package, canned or bottled goods.

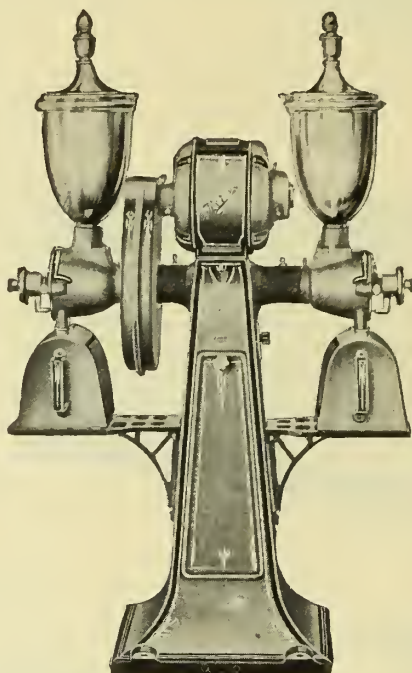
Write for information if interested, sending your floor plan and measurements, also your idea of locating the departments.

The Walker Bin & Store Fixture Co., Ltd., Berlin, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Will the Remainder of the Year See You Losing Coffee Profits?

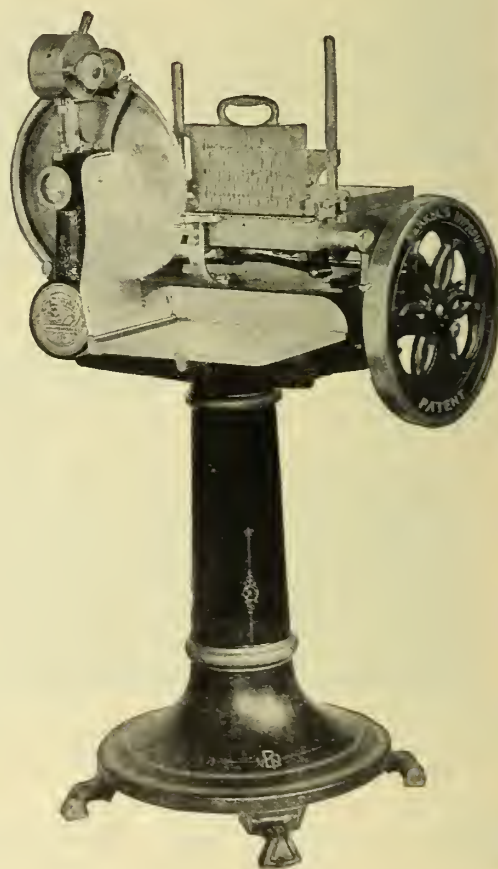
The past 6 months have been a period of unsurpassed gain in coffee sales to many Canadian Grocers. Bigger sales, more frequent sales, continued sales. Sales that have meant completely satisfied customers by giving them better coffee, richer coffee, coffee ground to their own particular tastes by the HOBART ELECTRIC COFFEE MILL.



Will you go on losing coffee profits, or will you get HOBART advantages in your store — NOW? Start right by sending to-day for interesting illustrated catalogue.

Van Berkel's Patent Slicing Machines—

The World's Best Meat Slicer increases your business and profits by bringing your cured meat business up-to-date. Write to-day for information as to how to make more money from your cured meat department.



The Hobart Mfg. Co.
105 Church Street
TORONTO

Ryan Bros., 110 James St. E., Winnipeg, Agents
for Manitoba, Sask. and Alberta

If any advertisement interests you, tear it out now and place with letters to be answered.

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

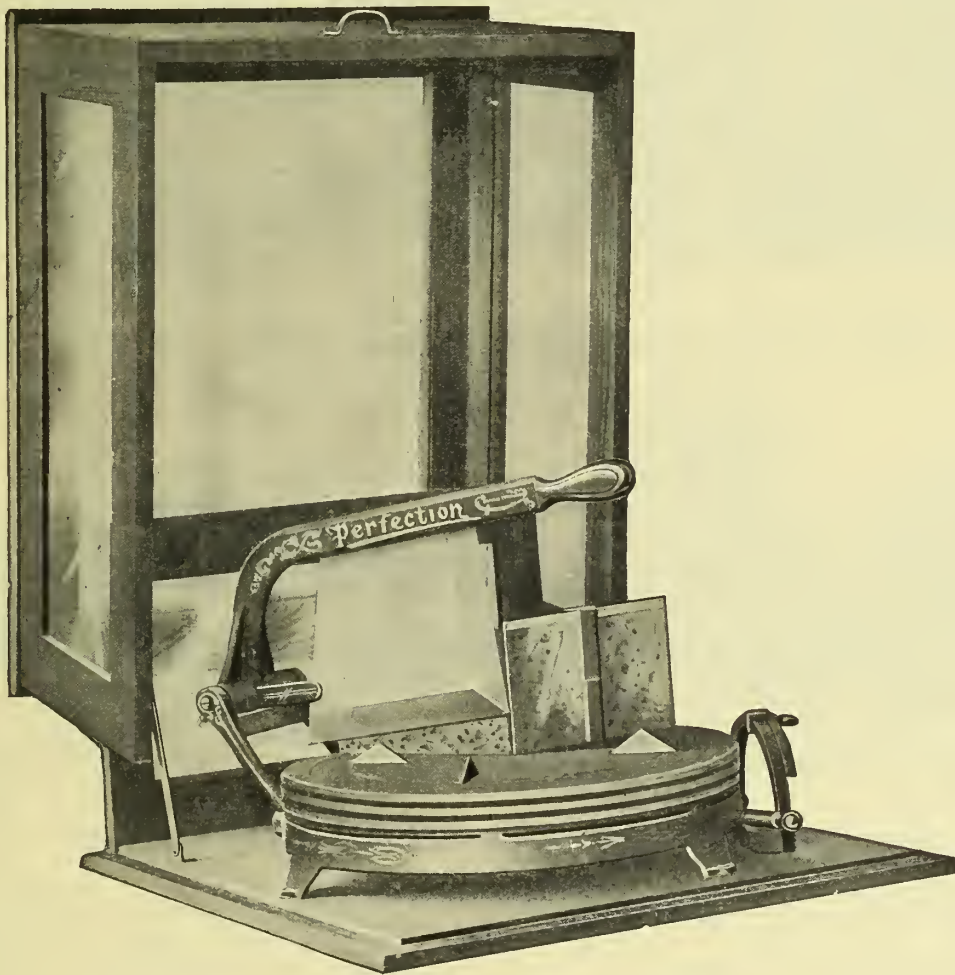
IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES
WITH CABINETS AND PEDESTALS.

**American Computing
Company**

HAMILTON, ONT.

IT
SAVES ITS
COST in a
few months and
lasts a lifetime.

BUY IT NOW.

IF
BUSINESS
is BAD or
GOOD, you
need a PROFIT-
SAVER.

BUY IT NOW.

If any advertisement interests you, tear it out now and place with letters to be answered.

Business is booming more than ever



The above busy industries make busy stores below



Now is the time for merchants to make more money.

Factories are busier than ever, many working overtime.

Labor is in greater demand at higher wages.

People are spending money more freely than ever before.

Billions of dollars are passing over the merchants' counters.

This year you should make more money than ever before.

You cannot make all you should unless you have up-to-date methods.

A man should never do a thing which a machine can do for him.

You should have our complete 1916 model register that prints the amount of each transaction on receipt or sales-slip.

It forces a correct record of all transactions between clerks and customers.

If you are using an old register, it will pay you to exchange it for a complete 1916 model.

Considering the material, workmanship and the work it does, it is the lowest priced piece of machinery sold in the world.

You should order yours now, for early delivery.

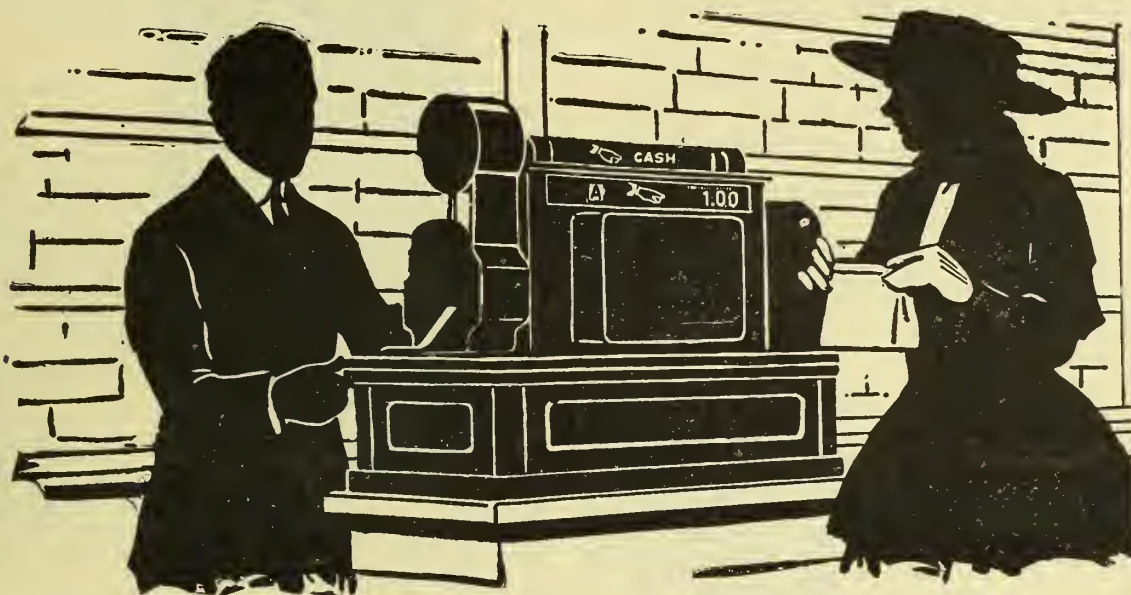
Write us, and our agent will help you select a register suitable for your business.

(Signed)

John H. Patterson
President.

If any advertisement interests you, tear it out now and place with letters to be answered.

Don't forget, NOW is the time to make more money!



This is the machine
that will help you do it.

The harvest is ripe. Will you reap it with an old-time sickle or an up-to-date self-binder? Our complete 1916 models are as far ahead of our old registers as the self-binder is ahead of the old sickle.

- 1—The complete 1916 National Cash Register takes care of all cash sales, assuring you of a complete, unchangeable record of the sale.
- 2—It takes care of all charge sales, assuring you that proper record will be made of the charge.
- 3—When customers pay on account a record is made. This stops disputes later.
- 4—When you pay out money it forces a record as a safeguard against having to pay the bill again.
- 5—Goods sent C.O.D. or on approval are accounted for, and the danger of their being lost sight of is removed.

Our complete 1916 models pay for themselves as they go—out of the money they save.

They are making money for thousands of merchants.

What is good for others is good for you.

Write us to-day for more information.

The National Cash Register Company of Canada, Limited
Christie Street, Toronto, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

A Well-Known Grocer said

to one of our salesmen the other day: "I never in all my experience invested in a piece of equipment that did so much to save time and money, eliminate complaints and make for a better, more profitable business than

STAR EGG CARRIERS AND TRAYS

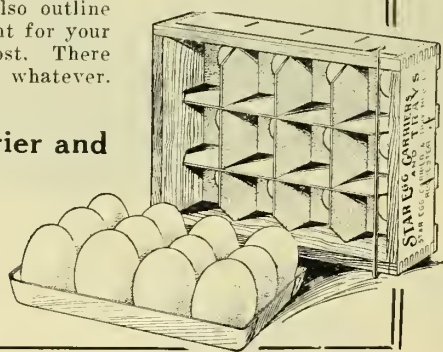
He was simply voicing the sentiment of the 63% of his Brother Grocers who are already enjoying the same complete satisfaction.

It may be you have been laboring under the impression that Star Equipment would not quite fit into your business. We want to again emphasize the fact that we know positively it will, and in the same complete manner as with the thousands of others now using it.

We will gladly give you the names of prominent users in your locality and also outline the proper equipment for your business, and its cost. There is no obligation whatever. Write us.

Star Egg Carrier and Tray Mfg. Co.

1520 Jay St.
Rochester, N.Y.



Serving Grocers for Thirty Years

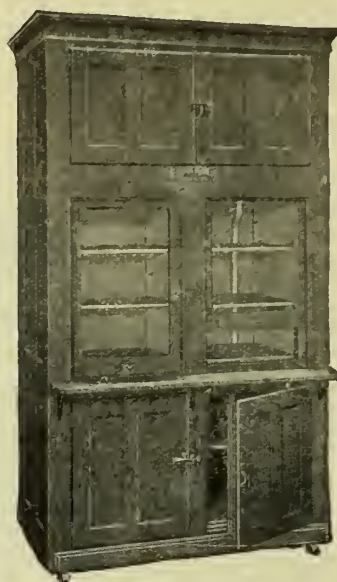
and serving well in point of economy and in efficiency.

THE EUREKA REFRIGERATOR

has and is serving grocers faithfully and well after a hard test of thirty years. To-day it is still a grocer's best buy, and its reliability has the guarantee and backing of its makers.

Read what Thos. W. Thomson & Sons of Ignace, Ont., have to say:

"Gentlemen, — Enclosed please find our cheque covering account in full. We are very pleased with the Refrigerator sent, and think same was a paying investment, as we have trebled our sales in cooked meats, etc. Thanking you, we remain, yours truly,
"Thos. W. Thomson & Sons
"July 18, 1916."



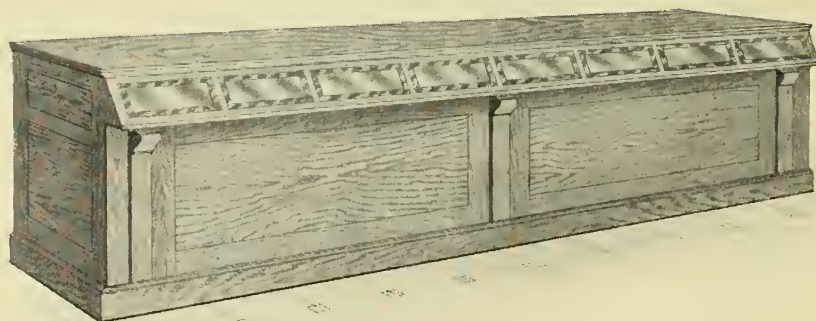
REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company LIMITED

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

THE SCIENCE OF BUSINESS IS THE SCIENCE OF SERVICE: HE PROFITS MOST WHO SERVES BEST—SHELDON.

The Arnett Grocery Counter



Money is made by brain work, not by drudgery. Bright business men are adding to their efficiency by installing the Arnett Grocery Counter. Service is what counts nowadays—quick, satisfactory, sanitary service, that holds the old customers and attracts new.

This is the service that the **Arnett Grocery Counter** will bring to your store. With it installed, your labors are lessened, your service quickened and the goods are always in a perfect, sanitary condition. And besides all this, its attractive appearance will add dignity to the store and serve to promote increased sales.

Why not learn all about this attractive store equipment? An immediate request will bring you full particulars and prices of this and other efficiency fixtures.

Why not do it now?

Thomas Lewis Arnett, Mfrs., Souris, Man.

If any advertisement interests you, tear it out now and place with letters to be answered.

WALTER
ooden Ware

BASKETS
RUSHES
ROOMS

GROCERS

Hamilton

P
A
P
E
R
AND
T
W
I
N
E
S

WOODS & CO.
illow Ware

Paper **B**alers

SPECIALTIES

Winnipeg

PROMOTE YOUR SALES

Save Perishable Produce

The value of good display is undisputed—it pays to make attractive displays—but the goods you display, **DO THEY LOOK FRESH, clean and sweet.** NOW, the **ARCTIC REFRIGERATORS AND SILENT SALESMEN** do this double service: They enable you to display effectively and keep the goods you display fresh, sweet and clean—make sales for you, and preserve your perishable stock—Profit earned. Profit saved—that's what *Arctic* equipment means to you. As to Workmanship, Finish and Quality of Material, we are proud of it—and court comparison.



Your part is to send for our catalogue and judge for yourself the merits of "Arctic."

John Hillock & Co.
LIMITED TORONTO

Agents:

C. M. Kirby, 2185 Esplanade Ave.,
Montreal.

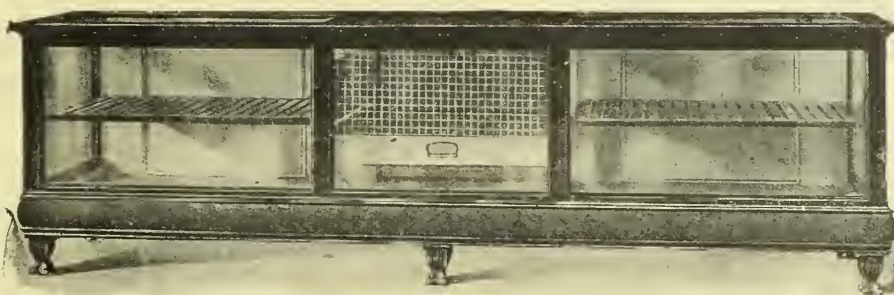
Frank Reardon - - Halifax, N.S.

Jas. M. Hargreaves, Winnipeg,
Man.

Western Butcher Supply Com-
pany, Regina, Sask.

Geo. Cameron - Ottawa, Ont.

J. H. Galloway - Hamilton, Ont.



If any advertisement interests you, tear it out now and place with letters to be answered.

Freeman's Electrical

Made in Canada



**Driven
Meat
Chopper
Bone
Grinder
and
Coffee
Mill**

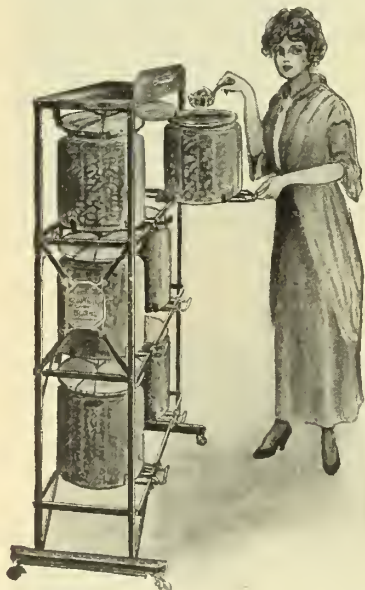
The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

The Best Pickle Salesman!

**"Crackerjac" Steel Slide
Sanitary Display Racks**

All over the country the new Sanitary Steel Slide Display Rack has met with a wonderful response. Dealers everywhere are finding that the purchase of this rack is not an expense, but an income; that it pays for itself in a few months. It is better made; more convenient, more rigid and durable, and yet lower-priced than any rack on the market.



It conforms to the sanitary laws of the state, the demands of critical customers, and the desire of the dealer to sell goods in an attractive shape and a convenient manner.

Steel Slide Underneath Each Jar. Plate Glass Tops. All Rubber Protected Jar Holders. Resilient Bottom for Jars, Channel Steel Bases with Casters. All sizes. Send for Catalog.

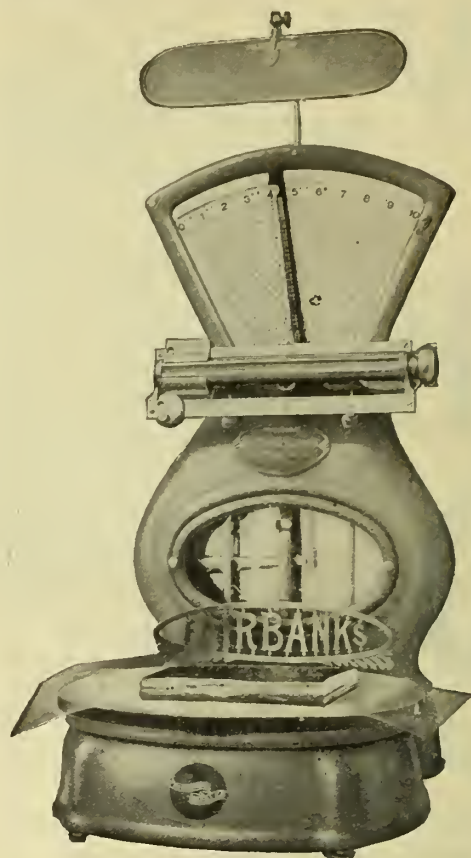
Salesmen Wanted.

**Evan L. Reed
Mfg. Co.**

604 A Street

Sterling - Illinois

No. 260 complete with 6 Jars, \$20.00
No. 258 complete with 9 Jars, \$25.00
F.o.b. Sterling, Ill.



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome. Convenient. Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

**The Canadian
Fairbanks-Morse Co.
Limited**

St. John
Montreal
Toronto
Winnipeg
Calgary
Vancouver

Quebec
Ottawa
Hamilton
Saskatoon
Edmonton
Victoria



If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. H. Millman & Sons

Wholesale Grocery Brokers

Special lines to offer in
different grades of teas.

Write or wire us if in
the market.

SALESMEN WANTED

Experienced Salesmen to sell Star Egg Carriers and Trays to Grocers. Line gives satisfaction. Nothing can take its place. Good salesmen make money. Previous experience selling other grocery store equipment will be useful. Permanent, year-round employment. Apply

STAR EGG CARRIER & TRAY
MFG. CO.

1114 Jay St., Rochester, N.Y.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.

Write or phone.

If you want the market on NEW BRUNSWICK POTATOES Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents

120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:

Edmund Littler,
169 William St., Montreal, P.Q.

W. Geo. Varty,
29 Melinda St., Toronto, Ont.

W. G. Kyle,
261 Stanley St., Winnipeg, Man.

E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnah," St. John's. Codes: A. B. C., 5th edition and private.

Geo. Adam & Co.

Grocery Brokers and
Commission Merchants

We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.

Chambers of Commerce, Winnipeg

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

Salmon Sells Fast on Hot Days

Make the hot weather season one of extra profit by making special displays of Tartan Brand Canned Salmon—the salmon for lunches, picnics and the evening meal. There is this to Tartan Brand Salmon: it has that quality and flavor which whets the appetite for more—that means future sales. All Tartan Brand Products, in their attractive labels, make outstanding displays. Our line includes canned vegetables, fruits, tea, coffee, spices, extracts, jelly powders, all of a guaranteed quality. Restock with this brand. Orders promptly attended to.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

GROCERS, ATTENTION

Raspberries are about over. 250 papers are advising the Housewives to buy now and next week.

Late Cherries are now at their best. Lawton Berries, Black Currants, etc., will be scarce.

Boost the Niagara Peninsula line.

For further information
write this paper.



IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

TEA

Now is the time to secure your Early First Crop Japan Teas as the selection at this time is large and varied.

Write to us for samples and they will be cheerfully forwarded with quotations that will defy competition.

John Duncan & Co., Limited

Established 1866

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Pedlar Called For 3 Years

One lady we know states that one tea pedlar has called on her every second Tuesday for three years. But she has not bought any tea from him.

Why? Because she uses Red Rose Tea and likes it so well the pedlar has not been able to induce her to change.

Result—her grocer gets tea orders instead of the pedlar.

The best protection you can get for your tea business is to sell Red Rose Tea—a tea the pedlar can't buy—and a tea no pedlar can match.

Red Rose Tea

"is good tea"

ROYAL SALAD DRESSING



has a reputation for undisputed quality, distinctive flavor, limitless keeping quality. It never becomes rank and separates like many other Salad Dressings now on the market.

Now is the time to stock up for the Summer's business. Push 'Royal' for all-round satisfaction.

**The Horton-Cato
Mfg., Company**

WINDSOR - ONTARIO

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

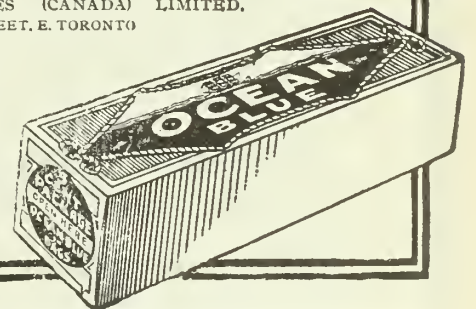
OCEAN BLUE

sells on *merit, quality, value.*

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba,
O. F. Lightcap,
179, Bannatyne
Av. E., Winnipeg.
For British Col.
and Yukon:
Greenlee & Avery
Rooms 5 and 6,
Jones Block 407,
Hastings Street,
West, Vancouver.



If any advertisement interests you, tear it out now and place with letters to be answered.



A Warm Summer Means Using a Lot of White Wear

KEEN'S OXFORD BLUE on display in your store, on counter, window or shelf, will bring you bigger sales of this line, and a generous profit on every sale. Every display of Keen's Oxford Blue links up with its wellknown popularity with YOUR customers. Your wholesaler can supply you.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

S. DAVIS & SONS, LTD.

CIGAR MAKERS

MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals
 “ New Noblemen Superiores
 “ Noblemen Junior
 “ Promoter
 “ Grand Master
 “ Perfection
 “ Conchas
 “ Lord Tennyson

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED, CIGAR MAKERS - MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, JULY 28, 1916

No. 30

Equipment Growing in Popularity

Grocers in Different Parts of Canada Testify to Their Belief in Advantages of Having Well Equipped Stores—Assert They Could Not be Without Many Articles Now in Use
—Big Change From the "Days of Old," When Few Were Particular About Service and Appearance.

ONE of the features of the modern grocery store that differentiates it from the stores of other days is that of Equipment. There has been a steady development along these lines. Equipment has become more complete, the handling of goods has been greatly facilitated and the customers now appreciate their shopping tours to the grocery store more than ever in the past. This revolution in methods has been brought about through the development of Equipment. As an indication of the part which equipment plays in the modern grocery store, CANADIAN GROCER has ascertained in a large number of instances just what is comprised in the equipment. Following are some of the replies received:

Dixie H. Ross & Co., Victoria, B.C.—Adding machine, awnings, broom rack, 3 cash registers, cheese cutter, coffee grinder, 7 counter check books, 2 display stands, display table, 4 delivery wagons, 35 electric lights and 6 gas globes, fruit stand, meat slicer, meat chopper, 2 refrigerators, 4 computing scales, 2 even-balance scales, 2 platform scales, 2 safes, 4 show cases, 8 show jars, rest chairs, 3 telephones, typewriter.

W. E. Lord Company, Red Deer, Alta.—Display counters, display bins, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

T. A. Gaetz, Red Deer, Alta.—Cash register, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

Montgomery & West, Wetaskiwin, Alta.—Cash carriers, display counters, display bins, computing scales, coffee grinders, cheese cutters, typewriter.

Fernie Co-operative Society, Fernie, B.C.—Awnings, biscuit stands, broom rack, cash register, cheese cutter, coffee grinder, counter check book, display counters, display tables, delivery wagons, egg carriers, electric lights, fruit stands, meat slicer, refrigerator, silent salesman, computing scales, scales, safe, show cases, stools and chairs, telephones, typewriter.

Nation & Shewan, Brandon, Man.—Cash register, display counters, display bins, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

Dowling & Reed, Brandon, Man.—Cash register, display counters, display bins, computing scales, coffee grinder, cheese cutter, meat slicer.

Fraser Viger, Montreal, Que.—Cash register, display bins, display counters, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

G. A. Gow, Hamilton, Ont.—Cash register, display counters, computing scales, coffee grinder, cheese cutter.

R. H. Williams & Sons, Regina, Sask.—Display bins, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

Kent & Brown, Moose Jaw, Sask.—Cash register, display counters, display bins, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

W. W. Cooper Co., Swift Current, Sask.—Cash carriers, display bins, display counters, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

T. A. Rowat, London, Ont.—Cash register, display counters, computing scales, coffee grinder, cheese cutter, meat slicer, typewriter.

D. Carter, London, Ont.—Cash register, account register, display counters, computing scales, coffee grinder, meat slicer.

Bowland & McRostie, Carlton Place, Ont.—Cash register, computing scales, coffee grinder, cheese cutter, meat slicer.

O'Flynn & Burgess, Wallaceburg, Ont.—Two account registers, broom rack, butter dishes, cash register, cheese cutter, coffee grinder, counter check books, display counters, general delivery, egg carriers, electric lights, meat slicers, pickle jar stands, pumps for coal oil, refrigerators, three computing scales,

show cases, stools and chairs, telephones, oil tanks.

Cousins Bros., Wallaceburg, Ont.—Account register, awning, broom rack, butter dishes, cash carrier, cash register, cheese cutter, coffee grinder, counter check-books, display counters, general delivery, egg carriers, electric lights, fruit stands, three floor trucks, meat slicer, patented bins, two coal oil pumps, refrigerator, three computing scales, three other scales, safes, show cases, show jars, stools and chairs, telephones, oil tanks, window fixtures.

H. T. Morgan & Co., Chatham, Ont.—Awning, broom rack, biscuit cabinets, butter dishes, cheese cutter, coffee grinder, counter checkbooks, display counters, electric lights, floor trucks, gum vendors, meat slicer, patented bins, vinegar pumps, refrigerator, computing scales, other scales, show cases, show jars, stools and chairs, telephones, oil tanks.

John McCorvie & Son, Chatham, Ont.—Broom racks, biscuit cabinets, butter dishes, cash register, cheese cutters, electric coffee grinder, counter checkbooks, display counters, display tables, general delivery, egg carriers, electric lights, electric flash lamps, floor trucks, meat slicer, patented bins, coal oil pump, refrigerators, computing scales, safe, showcases, show jars, stools and chairs, telephones, typewriter, oil tanks, window fixtures.

Berringer Bros., Halifax, N.S.—Account registers, awnings, biscuit stands, broom rack, butter dishes, cash registers, cheese cutters, coffee grinder, counter checkbooks, display counters, display

table, delivery wagons, egg carriers, electric lights, electric sign, fruit stands, floor trucks, gum vendor, ice machines, meat slicer, meat chopper, pickle jar stands, coal oil pumps, molasses pumps, refrigerators, computing scales, five other scales, safe, showcases, show jars, stools and chairs, telephones, typewriter, oil tanks, sausage machine. This firm has two stores and state they could not get along without any of their fixtures today.

Birch Bros., Richmond, Ont.—Broom racks, butter dishes, counter checkbooks, display counters, display tables, delivery wagons, egg carriers, electric flash lamps, coal oil pumps, vinegar pumps, refrigerator, computing scales, other scales, showcases, stools and chairs, telephones, oil tanks.

Mrs. D. E. Munro, Auburn, Ont.—Account register, awning, broom rack, coffee grinder, counter checkbooks, display counters, display tables, floor trucks, paper baler, coal oil pump, computing scales, other scales, safe, showcases, stools and chairs, telephones, oil tank.

F. McLeod, Burnstown, Ont.—Cash register, coal oil pump, computing scales, stools and chairs.

Walter Paul, Montreal.—Adding machine, awnings, broom rack, butter dishes, cash register, cheese cutters, coffee grinder, display tables egg carriers, electric lights, electric flash lamps for drivers, fruit stands, floor trucks, meat slicers, motor trucks, wooden folding shipping boxes, patented bins, molasses pump, vinegar pump, refrigerators, freezing machine, scales, safes, showcases, silent salesman, show jars, stools and chairs, telephones, typewriter, window fixtures, electric elevator.

D. MacLachlan, Chatham, N. B.—Awning, biscuit stands, broom rack, cash register, cheese cutter, electric coffee grinder, counter checkbooks, display counters, display tables, delivery wagons, egg carriers, electric lights, electric flash lamps, floor trucks, paper shipping boxes, patented bins, peanut vendors, coal oil pumps, computing scales, scales, safe, showcases, stools and chairs, telephone, typewriter, oil tank, window fixtures.

W. A. McMaster, Tweed, Ont.—Account register, biscuit stand, broom rack, cash register, cheese cutter, coffee grinder, counter checkbooks, delivery wagons, egg carriers, electric lights, meat slicer, vinegar pump, refrigerator, computing scales, scales, safe, showcases, stools and chairs, telephone, oil tank, silent salesman.

Kezar Bros., North Hatley, Que.—Account register, awnings, biscuit stands, broom rack, coffee grinder, counter checkbooks, display tables, delivery

wagons, electric lights, gum vendors, meat slicer, coal oil pump, refrigerator, scales, safe, showcases, show jars, stools and chairs, telephone, oil tanks.

Keeling & Co., Cargill, Ont.—Broom rack, cash carriers, cheese cutter, coffee grinder, counter checkbooks, display counters, display tables, delivery wagons, egg carriers, electric lights, floor trucks, meat slicer, paper baler, coal oil pump, computing scales, scales, safe, showcases, stools and chairs, telephone, typewriter, oil tanks, window fixtures.

J. A. Jacobson, Ft. William, Ont.—Motor truck, account register, display counter, scales, cash register. These articles were named by this firm as the ones that saved the most time and money and attracted customers.

H. J. Buchanan, Barrie, Ont.—Awnings, broom rack, biscuit cabinets, butter dishes, cash register, charcoal racks, cheese cutter, coffee grinder, counter checkbooks, display counters, display tables, delivery wagons, egg carriers, electric lights, gum vendors, meat slicer, coal oil pump, refrigerator, computing scales, safe, showcases, telephones, oil tanks, window fixtures.

W. Hanna & Co., Port Carling, Ont.—Biscuit stands, broom rack, cash registers, cheese cutter, coffee grinder, counter checkbooks, display tables, horse delivery and hand delivery, egg carriers, electric lights, floor trucks, gum vendors, paper balers, refuse burner, pickle jar stands, coal oil pumps, refrigerators, computing scales, scales, safe, showcases, silent salesman, show jars, stools and chairs, telephones, typewriters, oil tanks, paper cutters, filing cabinets, desks, mirror, hosiery rack, ribbon cabinet, bag holders.

John L. Brown, Hamilton, Ont.—Account register, awnings, biscuit stands, broom rack, butter dish, cash registers, charcoal racks, cheese cutter, coffee grinders, counter checkbooks, display counters, display tables, delivery wagons, egg carriers, electric lights, floor trucks, meat slicers, coal oil pump, refrigerator, computing scales, scales, safes, showcases, show jars, stools and chairs, telephone, oil tank.

A. Boulter & Son, Smithville, Ont.—Account register, awning, biscuit stand, broom rack, cash register, cheese cutter, coffee grinder, counter checkbooks, display tables, delivery wagon, egg carriers, electric lights, fruit stand, meat slicer, refrigerators, computing scales, scales, showcases, stools and chairs, telephone, oil tanks. Discarding all old scales and putting in computing scales and electric fan.

E. Walker, Harriston, Ont.—Account register, biscuit stand, broom rack, butter dishes, cheese cutter, counter checkbook, display counters, display tables,

delivery wagons, egg carriers, electric lights, floor trucks, patented bins, coal oil pumps, vinegar pumps, refrigerators, computing scales, scales, showcases, show jars, stools and chairs, telephone, oil tank.

N. Fink, Mattawa, Ont.—Butter dishes, cheese cutter, counter checkbook, display tables, delivery wagon, egg carriers, electric lights, gum vendor, patented bins, coal oil pumps, molasses pumps, vinegar pumps, refrigerator, computing scales, scales, safe, showcases, stools and chairs, telephone, typewriter, oil tank.

P. C. Hanna, Campbell, Ont.—Account register, biscuit stand, broom rack, cash register, cheese cutter, coffee grinder, counter checkbooks, display counters, display tables, delivery wagons, electric lights, fruit stands, floor trucks, patented bins, pickle jar stand, coal oil pump, vinegar pump, refrigerator, computing scales, scales, safe, showcases, show jars, stools and chairs, telephones, oil tanks.

E. A. Pritchard, Wyman, Que.—Account register, cash register, coffee grinder, counter checkbooks, gum vendor, vinegar pump, computing scales, scales, safe, showcases, show jars, telephones, typewriter, oil tank.

E. E. Hunniford, Clinton, Ont.—Account register, awnings, biscuit stands, broom rack, cheese cutter, coffee grinder, counter checkbooks, display counters, delivery wagon, egg carriers, electric lights, floor truck, gum vendor, paper baler, pickle jar stands, coal oil pumps, refrigerator, computing scales, scales, safe, showcase, show jars, soda fountains, telephone, oil tanks.

A. G. Bain & Co., Hamilton, Ont.—Account register, adding machine, awnings, broom rack, biscuit cabinets, butter dishes, cash carrier, cash register, coffee grinder, counter checkbooks, display tables, delivery wagons, egg carriers, electric lights, meat slicer, meat chopper, motor trucks, pickle jar stands, refrigerators, computing scales, scales, safes, show jars, stools and chairs, telephones, typewriter, window fixtures.

J. C. Ridge, Hamilton, Ont.—Account register, awning, cheese cutter, counter checkbooks, display counter, delivery wagon, egg carriers, electric lights, meat slicer, meat choppers, pickle jar stands, coal oil pumps, refrigerator, computing scales, show case, telephone, oil tank.

Peebles, Hobson & Co., Hamilton, Ont.—Adding machine, awnings, broom racks, biscuit cabinets, butter dishes, cash registers, charcoal rack, cheese cutters, coffee grinder, counter checkbook, display counters, egg carriers, electric lights, fruit stands, floor trucks, meat slicer, meat chopper, paper baler, refrigerators, computing scales, proteograph, safe, showcases, stools and

chairs, telephones, typewriter, window fixtures.

John Karley & Son, Sydenham, Ont.—Biscuit stands, broom rack, cash register, coffee grinder, counter checkbook, electric lights, meat slicer, coal oil pump, refrigerator, computing scales, safe, telephone, typewriter, window fixtures.

McDougall & Sproule, White River, Ont.—Account register, adding machine, awning, biscuit stands, cash regist-

er, cheese cutter, counter checkbooks, display tables, fruit stands, floor truck, meat slicer, coal oil pump, refrigerator, computing scales, scales, safe, show-cases, show jars, typewriter, oil tank, filing cabinets.

John A. McLean, Wyoming, Ont.—Account register, awnings, biscuit stand, butter dishes, cash register, cheese cutter, coffee grinder, display counters, el-

ectric lights, gum vendor, coal oil pump, vinegar pump, computing scale as well as other scales, safe, show case, rest chairs, telephone, typewriter, oil tank and window fixtures.

Thos. O. LeBlanc & Sons, College Bridge, N.B.—Account register, awnings, counter check books, display counters, coal oil pump, molasses pump, refrigerator, computing scales, show cases, rest chairs, typewriter.

Regina Store Complete in Equipment

Regina Trading Company Prides Itself on Service to Customers — Store Equipment Assists Greatly in Helping to Give It—Equipment Also Furthers System — Methods Used to Advertise.



Grocery department of the Regina Trading Company, Regina, Sask., together with the manager of the department.

THE Regina Trading Company is one of the Western grocery stores in which the management demonstrates their belief in the advantages of having good store equipment and fixtures. In this store, it would appear, all the fittings and fixtures are to be found that go to make up a first-class store. Besides the display counters, the equipment includes sanitary pivoted bin fixtures, silent salesmen for cereals, attractive confectionery show cases, together with a refrigerator and meat slicer in the rear of the store in connection with the meat department.

One of the features of the store is the attractive displays of canned goods. These are changed around quite often in order that new life may be given to these displays, and in order that they may not have the sameness from week to week that gives the appearance of "the same old store." There is a brightness and cleanliness put into the displays in this manner that would not otherwise be possible. The display of cereals in show cases is also worth noting. Protection thus afforded excludes the last vestige of possibility of such a display becoming weather-beaten and dust-besprinkled.

This grocery department of the Regina Trading Co., which is under the management of J. H. Stephens, is in one of the leading department stores in Saskatchewan. For a number of years the firm has held the reputation of doing one of the largest grocery trades in the city. There are in all about thirty grocery stores in Regina, including the grocery departments of three department stores. In speaking of the condition of affairs in that city, Mr. Stephens stated to Canadian Grocer "that nearly all of the grocery stores, with the exception of perhaps two small stores and the Regina

Trading Company, give credit. Our firm sells strictly for cash. Our prices are the same as those giving credit, in some cases even higher. Our location, while fairly good, is by no means the best in the city.

"The inquiry will naturally be made as to what holds our trade together. To this I would say without hesitation: 'Service.' We believe in changing our goods around pretty often. All our fittings and fixtures are such as go to make up a first-class store.

Despatch Room in Rear

"Adjoining the front part of the store and to the rear is the despatch room, which is in charge of a competent man with a staff of assistants. The grocery telephones are also in this room. It is an unusual thing for mistakes to be made in despatching orders, as all are carefully checked and entered before being forwarded to the delivery room. We consider our delivery system a good one. There are four deliveries daily, except to outlying points, to which there are two. There are in all ten delivery rigs used, including two motor cars. All deliveries leave at the same set hours. It is very seldom that deliveries are even five minutes late in leaving, no matter how busy the store may be. About 75 per cent. of our business is a city trade and about 25 per cent. a country trade.

Advertising Space Limited

"The firm runs from a half page to a full page advertisement in the two daily papers, in which all the various departments are carried. The space given over to the grocery department is three inches deep across four inches. This is practically all the advertising the grocery department gets. A cent drawing attention to feature articles which can be secured in the grocery department if a like amount of groceries is purchased, is run each day. For two years this same cut has appeared. The terms of sale are absolutely adhered to, even to the cent. Such a system of advertising would not be workable by any means in every business, but this firm has found it a great success."

Business-like Methods

The Regina Trading Company keeps a close check on department managers. This in turn makes a manager keep close check on his staff. But the firm does not believe in interfering unduly with their managers. As long as the manager is making good, there is no interference from the general management. All goods are charged to a department at retail. That is, on every invoice the retail price must be marked in red ink. Each department is expected to make not less than a fixed percentage on cost. For instance, a department is expected to make 30 per cent. on cost and the

goods bought during any one month amounted at cost to \$20,000. The retail markings, after allowing for price reductions and any shrinkage allowance would not be less than \$26,000.

Managers Get Detailed Report

Each month a detailed report is handed to each manager showing, among other things: (1) The amount of sales for the month; (2) the amount of sales for the same month in the preceding year; (3) the amount of goods bought, being cost price; (4) the amount of goods bought, being retail price; (5) the percentage on retail markings over cost; (6) the amount of stock on hand at cost;

(7) the amount of stock on hand at retail prices.

Company's Slogans

Two of the slogans of the Regina Trading Company are "System" and "Service." This firm believes that the one is a necessary corollary of the other. It is necessary to give service in order to satisfy the customers and bring them back again. It is necessary to have system in order to make the service complete. These, together with excellent and attractive equipment, place the store in an enviable position toward securing a goodly share of the grocery trade in Regina.

War Office Likes Our Tinned Beans

Further British War Orders—Business Placed Through C.P.R. Organization Now Over \$17,000,000—Canada's Capabilities Sized Up.

The operations of the purchasing department of the British War Office in Canada, which was organized under the direction of Lord Shaughnessy, and employs systems and machinery of the Canadian Pacific Railway, has been reviewed by the Canadian Grocer from time to time. About the 1st of May it was stated that the total business placed in Canada for various general supplies, not including munitions, totalled \$13,000,000 up to that time. Since then the business placed has amounted to over \$4,000,000, making total of over \$17,000,000, more than \$7,000,000 of which represents transactions during the current year. Experience to date has shown what Canada can produce to advantage, and there is a tendency to enlarge orders along these lines rather than place business for which Canadian facilities are small, or on which deliveries can only be made from stock.

About the most important business which has been received since last report covers additional orders for canned beans with pork to the extent of about 12,000,000 cans. The Canadian product has evidently given satisfaction, and further orders may be expected in accordance with military requirements.

There has been a greatly enlarged demand for box shooks or wooden boxes in knocked-down form, which can be assembled in England. The business placed for these shooks covers more than 1,400,000 boxes.

A new Canadian product which has met with considerable demand, and has been giving satisfaction, is laminated or ply wood. This is a composition board composed of three plies of wood, with the centre one cross-graining the outer two. Up to the present this business has totalled 60,000 to 70,000 feet.

There has been quite a large demand for twist drills. Of the smaller sizes of these about 150,000 have been secured from Canada.

Carpenters' ratchet braces are another line in which Canada has secured some very fair orders. About 2,000 of these were secured from one manufacturer, and it is understood that the business could have been considerably extended if the orders could have been handled under the required conditions.

An interesting order for delivery in Egypt was for wire gauze. This was a rush order, and had to be secured from stock. There was only a very limited amount available here for immediate delivery, and the great bulk of the business went to the United States.

Another line in which there has been a new demand is heavy cotton duck. About 200,000 yards of this was secured from Canadian manufacturers.



TO MAKE EGG PRESERVER

A company has been organized to manufacture in Canada the Fleming Egg Preserver, which was invented by R. G. Fleming, Blackfoot, Idaho. According to information received the capital stock will be \$1,000,000, and plants will be erected in Chicago, Ill. and Toronto, Canada. The inventor claims that his egg preserver will keep eggs for eight, ten and twelve months so long as they are kept in a dry place and are not allowed to freeze.



The U. S. Interstate Commerce Commission has extended until Jan'y, 1917, the former postponement of proposed increases in freight rates on wool and rice from California to Eastern points.

Alberta R. M. A. Convention Postponed

Interesting Matter to be Taken Up at Dominion Board Meeting Early in August — All Provinces, Except One, to be Represented — Why Alberta Convention Was Postponed.

THE third annual Convention of the Alberta Branch of the Retail Merchants' Association, which in the ordinary way would have been held in Calgary, Alta., in May last, was postponed indefinitely, and will probably be held during the fall.

The reason for this is said to be on account of the organizers selling stock in the Canada Supply Co., to the Alberta merchants. It was thought that by postponing the convention the organizers would have time to canvass much more of the Province, and therefore, there would be a large attendance at the shareholders' meeting during the convention, and that much more weight would be added towards the success of the enterprise. This also will tend to increase the number of Delegates present.

According to E. M. Trowern, secretary of the Dominion Board of the R. M. A., the Dominion Board has not authorized sales of stock by association organizers. The matter, Mr. Trowern stated, will be threshed out at the Dominion Board meeting to be held at Winnipeg on Aug. 8-9-10. The matter is one in which Western retail merchants are deeply concerned and the outcome of the meeting will be awaited with interest.

Eleventh Convention of Dominion Board

The Eleventh Annual Convention of the Retail Merchants' Association of Canada, Incorporated Dominion Board, will be held in the Fort Garry Hotel, Winnipeg, Manitoba, on August 8, 9, 10.

Some of the questions that will come before the members for consideration:

- (1)—The President's address.
- (2)—The Secretary, the Treasurer and the Auditor's report.
- (3)—The Selection of Officers for the coming year.
- (4)—Receiving reports from the various Provincial Boards as to their progress and their financial standing.
- (5)—Receiving and considering some important proposed amendments to the Constitution.
- (6)—Considering the question of the best way to secure more members and to hold those who are members.
- (7)—The publication of literature so as to keep the members all over Canada properly informed as to what the Association is doing and has done.
- (8)—Considering the undesirability of our Association taking any part in advocating or promoting the sale of mer-

chandise or becoming associated with any form of buying Syndicates.

(9)—Confirming the necessity of absolute uniformity throughout Canada, by every Provincial Board, Branch or Section of our Association when the principles for which our Association stands are either published or expressed.

M. O. Houses and Parcels Post

It is stated that one of the most important subjects to be taken up by the Dominion Board will be (No. 10.) consideration of a paper to be read by the Secretary of the Dominion Board on "Illegitimate Mail Order Houses and Parcels Post." The contents of the paper have not been divulged, but it is expected that the matter will be discussed at all angles at the board meeting.

False Advertisers.

(11)—Considering the advisability of adopting some uniform plan to be undertaken by the Dominion Board for prosecuting those who falsely advertise, and those who violate the Trading Stamp Act or any Act that interferes with the operations of legitimate merchandising.

(12)—The adoption of a model Price Maintenance Contract Plan as a means of preventing illegitimate price cutting.

Stop Wholesalers Selling Direct.

(13)—Submitting proposals for the approval of the Board to prevent wholesalers from selling goods direct to our customers, and having the same put into operation.

(14)—Submitting proposals for the approval of the Board to ascertain the Trading Policy of Manufacturers.

Community Development

(15)—Consideration of the adoption of a practical plan which can be successfully operated throughout Canada for "Community Development," and which will also enable the public to know what our Association stands for.

(16)—The adoption of a permanent Trade Mark for the Association which will be submitted to the meeting for their approval for the purpose of publicity.

(17)—The Consideration of the best method of taking care of the specific work of the Various Trade Sections of our Association, so as to give them the service they require and prevent the overlapping and duplication that is at-

tempted by single line Associations.

(18)—Receiving reports on the "Credit Reporting Department," and making suggestions for its improvement as well as making recommendations regarding Collecting Agencies.

Freight Adjusting Under Dominion Board

(19)—Considering a plan of "Freight Adjusting and claims on goods gone astray or damaged" that will operate under the direction of the Dominion Board throughout Canada.

(20)—Making provisions whereby the Executive Officers of the Dominion Board can put into operation the resolutions adopted by the Board, by having sufficient funds to carry on the office work properly and to keep in closer touch with the work of the Provincial Boards both by Correspondence and by personal visits.

(21)—The consideration of other important resolutions that will be forwarded by various Provincial Boards.



COLLINGWOOD INTERESTED IN GENERAL DELIVERY

Editor Canadian Grocer:

Gentlemen,—I have been asked to compile for presentation the value of a one-general delivery system versus the individual system now used here.

Have you any printed matter re the above as to cost of operation and the benefits and disadvantages, whether it should be run by the grocers or contracted for by an outsider.

What towns are now using the one-general delivery system?

I come to you, for to whom else could one go, for surely the Canadian Grocer must know?

RICHARD SIDERMIS,
Collingwood, Ont.

July 12, 1916.

Editorial Note.—It was a coincidence that in our corresponding issue an article appeared in Canadian Grocer on this very subject. In fact the form containing this article was no doubt on the press at the time the writer of the above despatched his communication to us.



OMITTED WAR STAMP—FINED \$50

A grocer and baker in Berlin, Ont., has been fined \$50 for selling a patent medicine without a war stamp. The information was laid by H. J. Dager, Inland Revenue officer.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXX.

TORONTO, JULY 28, 1916

No. 30

REVIVING FROZEN FISH

FROZEN fish is not done with so far as its life is concerned. Hitherto the world has thought that when a fish was frozen it had, in the process, parted with life. Now arises a Swiss scientist, M. Pictet, who, according to reports, has proven the opposite. M. Pictet recently put twenty-eight live fish in a box that contained water rich in oxygen in which several pieces of ice floated. The temperature of the water was then reduced very gradually, thus inducing a slow freezing process. After two months the cake, it is said, was gradually thawed and the fish were found to be alive.

If this experiment really happened as reported, it opens up tremendous possibilities with regard to fish as a commercial item. We should be able, were this process workable, to secure Alaskan salmon and export them to foreign markets where, after the gradual thawing process, they would be sold as fresh fish. And frozen fish would come down to inland Canadian markets and there be thawed out again, and presented to the public as live fish.

If this experiment has been performed once it can be performed again. This might effect quite a change in the fish trade.

EFFECT OF A TEA EMBARGO

THE authorities in Great Britain recently placed an embargo on all teas going to neutral countries. This is liable to have an appreciable effect on the tea market here; in all probability, a strengthening effect. The United States, while not, per capita, a user of teas to anything like the extent which is the case in Canada, is nevertheless an importer of teas of no mean standing. It is a neutral country. Tea men expect that teas consigned to the United States

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. Cleveland—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 85 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atahek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

will be shipped to Canada first, and thence exported to their consignees. This would create a real tea market in Canada. At present we have none of much moment. A likely result would be a firming-up of values.

The trade, no doubt, has missed the reports which, six months and a year ago, were almost a feature of our weekly market columns to the effect that teas at London were up another farthing or halfpenny as the case might be. Teas have had less fluctuation, and on the whole, have advanced less during this last half year than during the twelve months previously. The setting-up of a tea market here, as a by-product of Britain's embargo, might conceivably boost prices, and set them on the climb once more.

MORE SHIPS FOR TRADE

AT a recent dinner a gentleman of the cloth, who is chaplain in a Canadian battalion, offered a somewhat unusual grace. It was "For what is set before us we thank Almighty God and the British Navy." As a grace it was a distinct innovation and it contained a large significance. The British Navy is very much to be thanked for food in these times. From now on it is even more so to be thanked inasmuch as more ships have been allotted to waterways which carry craft cargoes by foodstuffs and such. This is a result of the recent naval affray off Jutland. Two hundred ships had been tied up in the Baltic since the beginning of war and these have been liberated. They passed through the Skager Rack to various seas.

Not only therefore may we devoutly thank the British Navy for "things set before us," but we may thank it for that those things do not cost so much to obtain before they are set before us.

The problems of freights, as readers of this paper well know, has had much to do with the abnormal advance in the index figure which indicates the cost of living. Freights are now cheaper than for many moons, and foodstuffs should show the effect of that fact in their price. The retailer will welcome this. He has much of the burden of higher prices to bear, inasmuch as it is his to explain to the feminine purchaser the why and wherefore of the higher prices appearing on his price tickets. Grocers can be as heartfelt in their grace as the chaplain of the battalion, and offer a quota of thanks to the British Navy!

WAR A BOON TO SUGAR PLANTERS

FEW have benefited from the European war, as have the sugar planters of the West Indies.

James Dougall, a sugar planter from Jamaica, who is in Montreal on a trip, states that the sugar industry was never better on the island on account of the high prices brought about by the war, which shut the beet root sugar from Germany and Austria out of the British market.

He hoped it would be shut out for all time. Before the war out of a total world's crop of 16,000,000 tons, half being sugar cane and half beet root, some two million tons came from Germany, one million from Austria, while a million was grown in France, and, of course, the latter is now eliminated for the time being.

Being asked as to the total product of the island Mr. Dougall said that this year's crop of sugar will probably reach forty thousand tons, but the island could grow at least a hundred thousand tons, and he hopes the war will, at least, bring about such a result. The war, he added, had been a fine thing for the trade of the island, and more especially in sugar and rum, but as regards bananas bottoms have been so rare that their shipment has been greatly interfered with. In fact they have to hustle to get sufficient steamers to send out their sugar shipments.

Formerly the admission of the German and Austrian sugars into Great Britain free told very heavily on the Jamaica planters, and the industry generally throughout the British West Indies, but a great revival was brought about when the war broke out.

WARE THE PRODUCE FAKIR

EVERY honest grocer is daily conducting a campaign against any and every variety of fakir. And every honest grocer is at all times willing to do his bit towards the elimination of the business crook from the commercial organism. Here is an opportunity.

A species of "fakir" whose operations are attracting attention in Western Canada again at the moment is the transient produce dealer. This man works in a subtle way. He starts in business in a certain town, and floods the country merchants and farmers with

circulars to the effect that he will pay extra good prices for produce. The unwary take him at his word, without consulting authorities as to rating at all, and ship their produce. Usually, the first two or three shipments are paid for. But early in the game comes a day when the shipments leave the merchant, and are indubitably received by the fakir-produce man, who decamps, while the shipper whistles for his money.

There are plenty of reliable produce houses whose word is their bond, and whose reputation is as clean as their standing is long. These are the firms with which to deal. You can trust them. Why, for the sake of a promised extra price, hand your produce over to men whom you do not know?

Several cases have come to hand recently. The Saskatoon Section of the Retail Merchants' Association at present is trying to steer its members clear of this kind of fakir. The Secretary of that body reports that during the two weeks ending June 30, "two different persons who operated so-called produce houses have vanished from the scene of their activities, leaving a cloud of N.S.F. cheques behind them. One of these men to our knowledge defrauded eighteen merchants in amounts ranging from \$15 to \$60." The Secretary continues—and this is the part worth special attention—: "In both instances we had a report on file shortly after the men started in business, and strongly advised merchants that no shipments should be made unless sent C.O.D."

Merchants have nobody but themselves to blame if they are caught. Mercantile bureaus exist to provide the man who is in doubt as to a concern's standing with complete details on the point. Merchants should use these resources. Surely it is the sanest of business rules to trust no one who is not proven trustworthy? There are a number of produce dealers with whom you have dealt and you have proven them to be fair and square in their business dealings. Ship your produce to them. By trusting the "fakir" not only do you lose money but you help to pay the board of a flim-flammer—a fraudulent thief who is too yellow to thieve in any but this, the meanest, most slinking kind of way. If a man whom you knew to be a rascal came up and asked you to lend him a five dollar bill you would laugh in his face.

CARE SHOULD be exercised by all members of the trade in placing the proper war tax stamp on patent medicines. A fine was imposed on a grocer the other day of \$50, not including costs, for omitting to comply with the law in this respect.

* * *

THE VALUE of the refrigerator in the grocery and provision store is never better emphasized than when the mercury is trying to squeeze off the top of the thermometer.

Big Picnic At The Falls

Hamilton and Brantford Grocers and Their Friends Spend a Happy Day There — Many Contests, Including a Ball and Bowling Game — Honors in These Divided — Refreshments Disbursed on an Army Scale—Some of the "Leading" Events.

Special Staff Correspondence.

NIAGARA FALLS, Ont., July 25. —If Victoria Park here did not see the Hamilton and Brantford grocers and their friends once a year, it would wonder what struck it—or rather what missed it. On Wednesday last, the joint picnic of the Hamilton retail grocers and Brantford retail grocers and butchers' associations was held here in the spray of the world-famed cataract. So many events of importance occurred that it would require more than an ordinary historian to record them all.

The day was fine, as Hamilton and Brantford Grocers' days always are. No less than four trainloads of people came down from the Ambitious City and one train load from Brantford, together with visitors from Niagara Falls, making six or seven thousand people in all. There were bands, baby contents, balloon ascensions, ball games, bag pipes and Bay Hill among the head lines and naturally a gala day was the result.

President John Knox—a name long famous in Biblical history — and George Bickell, of the Hamilton and Brantford associations respectively, were naturally busy men during the day. There were so many contests to be pulled off, that it was absolutely necessary for them to roll up their sleeves early in the morning and dig in. They were ably assisted by committees and the final result was another great picnic chalked up against the two associations.

When the Canadian Grocer representative had wended his way around to the park nothing could be seen of such celebrities among the grocers as Wm. Smye, Ed. Hazel, Jas. Main, Jas. Lawrie, J. Kirkpatrick, John Young, etc., etc. Where had they disappeared to was the uppermost question? With the assistance of J. M. Semmens, they were located in the cupola of the park pavilion counting the proceeds. There was money galore,

and it was said that a dray was necessary in escorting it to a Niagara Falls bank. Be that as it may, the picnic was undoubtedly a big success from the two important standpoints—attendance and financial.

They Seldom Lose the Ball Game

The ball game was another win for the Hamilton team. It is an annual event between Hamilton and Brantford grocers, but has developed into such a scientific affair that the old stand-bys, apart from Geo. Cann, are a little reticent about playing. To make a long story short the Hamilton boys carried off the cigars. The Brantford nine felt the loss keenly of their manager, John Kew, who on account of illness missed the picnic for the first time in many years.

The refreshment pavilion at the park was a story within itself. A revenue of caterers spent the day baling out coffee, tea and milk to any of the excursionists with a will to any. A supply of 200 gallons of milk, 400 gallons of tea, 400 gallons of coffee were to be had for the asking. More than 5,000 pails were distributed for the carrying away of the refreshments. "Gus" Ante and E. H. Young would be glad to explain privately to anyone just how warm it was under this pavilion.

Alderman W. J. Mellen, who never misses a picnic, had one of the hardest jobs to perform in judging the babies. Some 40 or 50 sunny faces had to be viewed by him and his confreres, two Hamilton controllers, as well as those of the mothers and anyone who has judged a baby contest before knows that this is no light performance, especially on a hot day. At any rate, Mr. Mellen felt that at the conclusion of the judging he was entitled to a holiday, and spent it in Niagara Falls, N.Y., seeing the sights. Whether he has recuperated

sufficiently to be back in Brantford, had not officially reached us at time of publication.

The other side of life, the men and women in their eventide were also to be judged so that the platform was adorned by octogenarians as well as by the babies.

Telephone City Bowlers Best

Still another important contest was the bowling game between Hamilton and Brantford grocers. The result proved that the latter were one too many for their Hamilton friends. The score stood 26 to 25. The game was played on the celebrated lawn of the Niagara Falls Club in the afternoon when old Sol was beaming forth to the best of his ability. While the Brantford eight made it hot for the Hamilton bowlers, he made it hot for both. The bowlers lined up as follows:

Brantford—	Hamilton—
A. E. Young	H. Markle
S. Burnley	F. Alderson
F. C. Harp	J. M. Semmens
F. S. Hartley, sk.	E. B. Mealley, sk.
12	12
A. McAdams	J. L. Brown
H. Gowman	G. Smith
R. Gowman	W. Butler
J. B. Wilson, sk.	J. A. McIntosh
13	sk. 12
25	24

The Men Behind the Gun

The officers of the Hamilton Grocers' Association and the Picnic Committee who were largely responsible for the success of the outing, included the following:—

John Knox, president; James Lawrie, first vice-president; D. K. Clark, second vice-president; James Main, treasurer; M. R. Hill, secretary.



Some Picnic Scenes: Left to right—Getting ready for the bowling game; F. C. Harp and J. M. Semmens on the green; preparing for the races; line up of prominent grocers, including Pres. Geo. Bickell, "Dad" Mellen, Pres. John Knox, J. A. McIntosh, and Bay Hill. Last picture is of G. Gardner and Wm. Smye.



Left to right: W. J. Mellen in a quandary judging the babies; another bowling scene, with J. L. Brown in the foreground; three Brantfordites, C. H. Brown, F. C. Harp and A. Coulbeck; Geo. Cann advises the park policeman; J. Venator, secretary of the games committee, and one of the real busy men.

Executive Committee—John Young, chairman; J. L. Brown, J. Venator, W. Smye, S. Hamilton.

Picnic Committee — James Lawrie, chairman; J. Main, treasurer; M. R. Hill, secretary.

Transportation — J. Kirkpatrick, chairman.

Refreshments—Gus Ante, chairman, and E. H. Young.

Games—J. Knox, chairman, and J. Venator, secretary.

Printing—W. Smye, chairman.

Music—H. Taylor, chairman.

Reception Committee—J. L. Brown, E. Hazell.

Finance Committee—E. Hazell and John Young.

Auditors—G. Dawson and J. McIntosh.

The Brantford Picnic Committee who energetically looked after the Brant-

ford end of the picnic was:—John Kew, F. S. Hartley, F. C. Harp, Geo. Bickell, W. J. Mellen, F. S. Blain, secretary.

Sprays From the Falls

George Cann operated the megaphone even after taking part in the great ball game.

It required a good eye to follow Mr. Adam's balloons. They were last seen among the few downy clouds and may be there yet.

The Hamilton grocers are after the scalp of a Pittsburg man. Anyone who doesn't know where Hamilton is, they claim should be put off the earth.

The Brantford bowlers won. You could see fire in their eye long before the game got underway; at that the game was mighty close.

Comfort Soap Curtis arrived in time to engineer the big soap contest. When

seen by Canadian Grocer representative he looked to be chartering a car at Bridge street. For a "Curtis," it should have been a flying machine.

Jack Knox refused to be drawn into the ball game this year so that the high ones got away from the first baseman.

Wm. Smye now knows what the Germans feel like when a company of Highlanders charge them; he was delegated to catch the winners in the ladies' races.

Among the feature contests were the Sherriffs Jelly race, Zebra Polish and McLarens races, Red Rose Tea marble contest, and Lipton Tea race.

Bay Hill was on the job as usual. What would the picnic be without him?

Arthur Colbeck took the motor route from Brantford to the Falls, and reported the presence of dust on the roads.

John Forth knows the intricacies of Niagara Falls, New York. For information application should be made to him.

London Grocers Picnic At Port Stanley

The "Port" Proved a Popular Change for the Thousands in Attendance—St. Thomas Grocers Join in and Have Tug-of-War—Baseball Game Produces Some Thrilling Incidents—There Was a Baby Show, Too.

By Canadian Grocer's own Correspondent.

LONDON, Ont., July 25.—The London Retail Grocers held their annual picnic for the first time at Port Stanley on Wednesday last, July 19th. Judging from the large attendance and the enthusiasm shown, it will not be the last to the lakeside. There was fifteen thousand people on the grounds. It is estimated that the majority came from London. There was also an excursion from Norwich, and a large crowd from St. Thomas, as it was their weekly half-holiday. The London & Port Stanley Railway handled the large crowd without a hitch. The trains left on schedule time every hour. The passengers enjoyed the new electric cars as they could throw the windows up and be free from cinders and dust. The run to the lakeside was made in one hour and

ten minutes. Prof. Venuta's Concert Band and the Italian harpers dispensed sweet music all day.

The morning was devoted to a baseball match between the London grocers from the North and South sides. The North started off well, but could not keep up the pace, and the South side won the ten dollars, by a score of 5 to 3. Roy Boug and E. Patterson were the battery for the North side, and C. Pine and Roy Kerr for the winning side. One of the features was Ray Gorman turning an impromptu somersault over Cyril Hayes, while running on the bases. Joe Beechey also won fame by making a great running catch with his glasses on. Ernie Shaw failed to hit in the last innings with the bases full. But as Ernie

says he has often seen Ty Cobb do the same thing. He tries to emulate Tyros.

The grocers and their friends then did justice to the good things in the lunch baskets. Others went to the hotels for their dinner, and at 2.30 p.m., Chairman Harry Ranahan started the sport program. There were races for young and old, of both sexes, besides various funny stunts, like high jumping horses, boxing in barrels, spinsters' dance, Irish and Scotch dances in costume, and last but not the least, the Baby Show. There was one dozen silver cups offered in prizes for boys one year old, boys two years old, girls one year old, girls two years old, also for twins. The twins that captured first prize were Verna and Vera Tye, of London.

St. Thomas Brethren There

The London grocers were generous with their St. Thomas brother grocers. They had races for St. Thomas grocers and grocery clerks, besides a tug of war between St. Thomas and London grocers. It was a hard struggle. For ten minutes it seemed like a deadlock, when Lew Egan, the captain of the St. Thomas Grocers, gave them the haw, hee, sign to make the last supreme effort. The London ten began to slip inch by inch till they were pulled over the scratch. J. A. McFarlane captained the London team.

The dancing in the pavilion in the evening was enjoyed by hundreds of young people from London and St. Thomas. The heat did not seem to bother them. At least one thousand took a dip in the lake. The ball players all had a dip after the game.

Gordon Drake, who was chairman of the Refreshment Committee, had five

men busy all day, handing out sandwiches, bananas, oranges, soft drinks and cigars to the grocers and their friends all free of charge. At times the two tents were so crowded they had to clear them out, and start over again. Tom Shaw, it was said, had the honor of riding the roller coaster oftener than any other grocer on the grounds. That is Tom's long suit. Gordon Drake and Alf. Cave dressed in clown suits on the downward trip and kept the boys in good humor, with their funny antics. Jim Haskett and Ed. Ryan did the announcing with megaphones. Harry Ranahan was starter. The wholesale grocery and spice travelers acted as judges. "Tom" McCormick and "Dick" Woods were a busy pair, keeping the events going and getting entries.

President Norman McLeod and Secretary Harry Harley were delighted with the way the different committees worked and the large attendance. A very heavy thunder storm came up at

10.30 p.m., and drove the crowds on the beach to the dance hall, but the rain was welcome. The last train arrived in London about one o'clock in the morning, with the remnants—happy but tired.

"Jim" McDougall, of the St. Lawrence Sugar Co., and James Black, manager of McLarty's grocery store, St. Thomas, were judges of Scotch and Irish dancing. Col. Smith, of A. M. Smith & Co.; Harley Brown, of Redpath Sugar Co.; Fred Brown, of Elliott, Marr & Co.; Dr. Gwalehmal, of J. K. L. Spice Co.; Harry Lewis and Tom Haskett, all gave the grocers a helping hand.

Hundreds went out for a lake ride on the beautiful steamer "State of Ohio."

The committee that had charge of the picnic, were: President Norman McLeod, Secretary Harry Harley, Treasurer Thos. Shaw, Harry Ranahan, Thomas McCormick, Richard Woods, Gordon Drake, J. A. McFarlane, Alf. Cave, Cyril Hayes, C. Whitmore, James Haskett, and Ed. J. Ryan.

Is the Jobber a Necessity?

Address delivered before the recent Manitoba Retail Merchants Convention, by T. D'Arcy McGee, Vice-President Canadian Credit Men's Association

THE following is the address delivered by T. D'Arcy McGee, Vice-Pres. of the Canadian Credit Men's Association, before the convention:

"Mr. Chairman, members of the Retail Merchants' Association, and gentlemen: It certainly gives me a great deal of pleasure on behalf of the wholesale trade of Winnipeg to welcome the delegates to this, the first big retail merchants' convention to our city. It is somewhat of a mixed pleasure. I must confess I come somewhat in fear and trembling to address such a formidable gathering of retail merchants, for two or three reasons. In the first place, I am a jobber—the much abused "middleman" taking what he does not sow—and secondly because I am a credit man—generally recognized as the "bad" man of the house—the one to blame if a good account is passed up, because of too great attention to duty, and the one who gets the blame if a supposed good account goes wrong, and lets the house in for a loss. The credit man also is not supposed to be popular with the merchant, because he asks so many questions of a purely personal character. The popularity has to be passed over to the sales department. And last, but not least, because I am not in the habit of addressing a gathering in public, particularly of prominent business men, who are recognized as possessing the brains of their respective communities. Therefore, anything I might say could not add to their enlightenment.

Wholesalers Do Not See Retailers.

We as wholesalers have felt for some time that we do not see enough of our retail friends from Manitoba and the West; we have felt that if we had seen them more frequently we would have become better acquainted; we would be better friends, and a great many misunderstandings of the past would disappear. I wish to say right here that you have our hearty sympathy and co-operation in the problems you are trying to solve.

Planning Winter Carnival

Possibly the reason why we have not been able to get in touch more frequently is because no special summer attraction has been held in Winnipeg during the past year or two, and consequently there has not been the same excuse for you to come to Winnipeg, but, while we are not having the usual big summer attraction this year, an energetic committee is being appointed from all the various business associations in the city to

arrange for a big winter carnival to take place during the usual bonspiel time in February, and this we believe should prove a very opportune time for the merchants to come to the city, not alone for pleasure and entertainment, but because it is a favorable time of the year to meet your principal suppliers; the stock taking operations will have been concluded with practically all of you, and you will know the year's net results and your stock requirements; the wholesaler will have received a heavy stock of spring goods and the salesmen of the various houses will be on hand to look after your requirements. It will also be an opportune time for the credit men to meet you and go over the new financial statement and arrange a line of credit for the coming season's business.

In the matter of entertaining it is proposed that we should have a winter ice palace, out-rivaling those or former years at Montreal, reproducing "Old Fort Garry" in ice; we are not afraid to say we have ice in abundance, likewise cold. Everybody knows it, and the former arguments about ice palaces doing the immigration to Canada a great deal of harm will have evaporated in intervening years, as those who have gone back to the old land have told the story of our beautiful weather. We have a municipal light plant, second to none, which will insure ample display of brilliancy, and with the numerous other attractions which will be put on, you may rest assured that a good time will be in store, so make your arrangements now to visit us next February.

Believes in Associations

It is very pleasant to note the growth of your association. We believe in a strong retail merchants' association where wholesalers can come to their offices and discuss any matters of mutual interest or any misunderstandings, and in 90 per cent. of the cases our differences can be adjusted and in the other 10 per cent. we can agree to differ amicably. Let us get together; we have a great many things in common; we meet on the same platform in the matter of service, in merchandising and profit earning, because none of us are in business for our health; we have got to make a profit.

A Joint Committee

We have a joint committee of the retailers and wholesalers, of which I am a member, where a great many questions affecting our mutual interests are discussed, such as disposal of bankrupt stocks, cutting out of sell-

ing to consumers, the use by retailers of fictitious names and the matter of false advertising; where a purchaser will advertise purchasing a bankrupt stock that never existed at a low rate on the dollar; the question of meeting mail order competition, the matter of cold storage for produce where it can be marketed to best advantage. In this connection there is a sub-committee of the joint committee of commerce and agriculture taking up the question of marketing and distributing small produce, and I understand your association have sent out 1,000 circulars in an endeavor to discuss intelligently the whole situation.

Burning N.S.F. Cheques

In the matter of curtailing "N.S.F." cheques, your association will back us up in the stand we have taken and this we believe the Bankers' Association have well in hand. To keep proper books and accounts by the retail merchants; all these are matters of mutual interest and the Credit Men's Association and the Retail Merchants' Association have been working harmoniously in an endeavor to carry on an educational campaign among a certain class of retail merchants who are more or less a menace to good business; in this connection I might say that we very clearly appreciate the fact that your association is comprised of our successful and aggressive merchants, to whom our literature does not apply.

Winnipeg Dominating West?

I wish to clear up any misunderstanding on this point; because I have heard it hinted that the jobbers are taking quite a lot on themselves, in the amount of good advice they were disseminating among their customers, and that there was too great a tendency to dominate things from Winnipeg; this, of course, came from points farther West where our motives were not clearly understood. You, no doubt, are well aware that there is an idea abroad that if a man cannot make a success of anything else, he can at least open up a general store. It has been easy to obtain credit in the past. This class of man has not only no business ability, no experience in merchandising, little or no education, and probably little or no capital. It is a matter of good luck more than good management that he remains in business for a few years. He probably has kept no books or accounts, and does not know whether he is making or losing money; he has no ability to keep proper records himself, and cannot

afford to hire someone who can. It is for the benefit of this class of merchants that we have endeavored to direct the literature issued by our various committees; our association issued a text book on "proper books of accounts," getting from the Chartered Accountants Association the simplest forms which could be used, and followed to advantage by retail merchants, and we have circulated large quantities of these text books to retail merchants. It is the non-members of your Association we are getting after and who you are getting after.

I spoke of the fact that there were misunderstandings, and that by getting together, a large percentage of these misunderstandings could be dissipated.

Denies Maybee's Statement

We are fortunate in having very few misunderstandings with your local association, but when I was in the West recently, I gathered that the objects of the Canadian Credit Men's Association were misunderstood; for instance, the President of the Saskatchewan Retailers' Association—in his annual address—made the statement that we were seeking or had sought legislation from the Saskatchewan Government which would confine assignee business to ourselves, and that it was only by a vigorous protest on behalf of the retailers that this legislation did not go through, and this he classed as the "Wickedest thing that ever happened." This statement was made in connection with the announcement of the successful launching of the Retail Merchants' Trust Company in Saskatchewan, to handle among other things the assignments of their own members; and I wish just here to give this statement an unqualified denial. We never sought legislation of this kind. When Mr. Detchon spent the week end in Moose Jaw with this gentleman recently and was told in advance of what he—the President—intended to say; I understand that Mr. Detchon convinced him that this idea was quite in error—that we had never sought such legislation—that our only object was to improve the service previously given by Saskatchewan assignees, which could only be classed as iniquitous, and if their association or any other assignee could do it better and cheaper to the debtor and creditor, then we would drop out.

A Case in Point

A fair sample of the service we have been getting from the Saskatchewan assignee of 1910 and previous to that time might be given in this one which I ran across in some of our old files. (I will not mention name of debtor, assignee or place, for obvious reasons.) "It cost \$1,572 to liquidate assets which netted \$3,475, paying the creditors a dividend of 5 per cent. on the dollar, and in addition to the usual assignees' remuneration allowed, there was a bill of costs, of sundry expenses covering two closely typewritten pages, covering everything an imaginative brain might suggest, and the irony of it was, when the assignees' dividend cheque for this big dividend went forward for payment, it was returned "N.S.F." We only took up the matter of insolvent estates because of the bad and unjustly expensive services previously given in Saskatchewan and Alberta; nevertheless, the above statement got into print in the trade papers, and I take this opportunity of denying it.

Duties of Trade Investigation

Another matter which I understand your association has under consideration, and which we are given a trial, is the matter of a travelling representative or investigator in the interests of trade conditions generally. Among other things it is his duty to report on the number of stores in each line of business, and where business is overdone, to have the supply houses of the one suffering most, try and arrange for a more desirable location. He also reports on points where there are trade openings, so that the matter of transfer is simplified. He reports on crop and credit conditions and generally the idea is to bring the retailer into closer touch with his wholesale supply houses. I mentioned as one of the things our association were discussing in joint committee, the question of meeting mail order competition.

Is the Jobber Needed?

One of the misunderstandings which seem to have crept in, in the Provinces to the West particularly, is the idea that there is no justification for the jobber being in business; that the proper method of merchandising is from the manufacturer to the retailer in order to meet mail order competition, and that the jobber gives no service for the toll he takes, and generally that a great economic saving could be effected if the jobber were eliminated; I submit that the jobber is exactly in the same position to the retailer that the retailer is to the farmer, and if there is no justification for the jobber, there is no justification for the retailer; it might as well be

direct from the manufacturer to the consumer, as through the jobber. I have mentioned. If we could provide it is to make the goods; second, the

The Course of Distribution.

The natural course of distribution of merchandising is first, the manufacturer whose buy in carload or large quantities, warehousing his merchandise at a convenient, central point for distribution, and third, the retailer who serves the consumer over the counter in small parcels and packages, and I think the history of the jobber in the West alone would amply justify his existence.

Jobbers Have Invested Heavily

We have pioneered it during the early and trying days when there were very little transportation facilities as compared with what we now enjoy; when large quantities had to be purchased and shipped West months in advance to meet your requirements, and many of these pioneer wholesale merchants are your supply houses to-day; they have spent vast sums in building huge warehouses, not alone in Winnipeg, but throughout the West, to help build up your Western cities; he has equipped this warehouse with highly paid experts in charge of the various departments, and a large staff to handle and distribute the goods; he has had to act as banker and extend financial assistance to the extent of his financial resources in carrying retail merchants over from one year to another during trying periods of financial stringency and crop failure such as we have experienced in the West within the last three years.

Jobbers Assisted Retailers

How many of our small merchants would be in business to-day if it were not for the accommodation extended by the jobber within the last two years? Any concerted action by the wholesalers to realize on their outstanding accounts would have put 50 per cent. of the Western retailers out of business, and where would they have been, had they to depend on the manufacturer for all this accommodation? The manufacturer has to pay cash for the raw material and has to sell for cash.

When the retailers are all able to put their business on a strictly cash basis no doubt those in good financial circumstances will be able to buy direct, but it is more popular fancy than a practical idea to eliminate the middleman. Public opinion has brought him to book to show cause why he should be permitted to live; the consumer wants to know whether the middleman is an economic parasite or a public nuisance; so does the producer, who knows that he has suffered many things and many men stand between himself and the consumer, and the time has come when it is up to the consumer and himself to get together; as far as the jobber is concerned he is ready to answer the summons and to demonstrate to any fair-minded man that his job is as real and vital as that of the grower, the manufacturer or the retailer.

Jobber Gives Service.

Speaking a number of years ago of the American jobbers right to be in business, Forrest Crissey, a prominent American writer who is conversant with political economy, asks the question, "What does the jobber give for the toll he takes?" and answers it, "You can tell it all in one word 'SERVICE.'" And I submit that this is true of the Western jobber in Canada to-day. "Service" is what he gives, for the small toll he takes; for, believe me, after providing for Western expenses and Western losses incurred through our unsecured credit system of doing business, his toll is a small one.

Service is the most expensive thing the jobber has to sell; the service he gives contains a large element of plain, hard, physical labor of the sort that you find in every big manufacturing establishment; he gathers his wares from the four corners of the earth, stores them at convenient points to give the retailer service in his buying.

Back to Pioneer Days.

I am one of our Western natives and well remember the advent of the C.P.R. in the West and how it was looked forward to by the early settlers. How it would simplify their problems of bringing supplies and taking their small surplus produce out, which previously was transported by Red River carts; and even this slow means of transportation was expensive. In these pioneer days the isolated settlements were largely self dependent and its members were mainly obliged to live on what they could raise. Of course, even the most remote settlement could not meet all their own requirements. It was obliged to bring in from the outside world some of the necessities it could not produce at home, but the expense of hauling was so great that the articles imported from outside were few and of the most urgent character. Their tastes (furnishings, clothing and food tastes) were held down by the stern force of necessity to the most primitive lines. In fact they had no opportunity to develop any taste at all, in the proper sense of that term.

We are continually being reminded of the marvelous changes which have taken place in the last 40 or 50 years, in transportation, in science, in manufacturing, in electricity, and in

inventive progress of every sort, but we are not of to-day's commerce list, as there has been in 30 years' time a public, to say nothing of the other articles live in the primitive way with our tastes limited to necessities the middleman might be unnecessary. But have we being doing it? Who that has tasted of the comforts and luxuries available by our modern methods of merchandising, will be content with the primitive manner of living. Despite war conditions, despite rapidly advancing prices in practically every commodity, and the general topic among us, "the high cost of living" man's wants have steadily been on the increase, with the ever forward march of progress.

America wants many things Europe has to offer, and we have been accustomed to getting them. Europe wants our wheat and meats and American cotton, to say nothing of the hundred other lines on their import list, and we have seen how nearly nations can be plunged into war over the sudden stoppage in this free exchange of commodities because of the demands of the people of one country for the products of another. If the consumer must have the products of all the world brought to him, he must pay for bringing them; he must pay transportation charges both by land and water. The gross revenue of the C.P.R. in 1912 was something over \$123,000,000, and in the last four years it has fluctuated around these figures. At June 30, 1915, gross earnings were about \$99,000,000, and for 10 months of this year they were \$105,000,000, an increase of 25 per cent., and this is only one of the carrying companies by land; add to this the enormous shipping interests involved in carrying the world's trade by water, and you get some idea of the enormous sum paid for transportation.

Jobber Cuts Freight Costs.

The jobber is an expert in saving freight costs, as well as in quantity buying that lowers the first cost of the goods. This service is routine. Does the retailer get the benefit of it? He does. Competition between jobbers takes care of that. As an economist in distribution, the jobber renders a constant service to the retailer and consumer, for which he gets little or no credit. This is a mighty important function. The jobber may be popularly blamed for the high cost of the goods on your shelves—this is unjust. His services are indispensable. I could name a dozen things which if they could be curtailed or eliminated would revolutionize the cost of the goods on your shelves. Take the millions of dollars spent in fancy and attractive packages—goods put up at enormous expense so as to appeal to the public in attractive form and convenient to handle; also because we have advanced ideas along sanitary lines. We did not demand the wrapped loaf of bread 20 years ago.

Take the cost of advertising well known lines. They are well known because of the millions of dollars spent in making them well known. Who pays for it? Look over the advertisements in any popular magazine, and they are legion. Yet I understand that in one popular journal only the advertising receipts run a quarter million dollars per issue. The matter of delivery service—in a city this is a big item. Duty on imports. The war, with its upkeep of enormous armies and all the wastage that goes with it.

Then there is the fire waste. You cannot get away from the loss and waste even if you are well insured—it all filters back in the general levy—the food waste, the waste and loss in handling fruits and perishable goods; our modern requirements such as our telephones, our motor cars and motor trucks; the shifting of the rural population to the city, curtailing the production on the farm—increasing the consumption in the city, shifting the balance of supply and demand; the vast amount of money put into non-productive investments during our boom period—all these things have grown upon us and we accept the condition as a matter of course—and pay for it.

I have given you only a few of the reasons why I think the jobber a necessary business adjunct and why we should be doing business at the old stand. The established system as we have it to-day is more economical, because the manufacturer finds it cheaper to sell through the wholesaler with loss eliminated from his cost book and with the jobber calling on him, he has no traveling expenses to pay, while selling to the retailer he must needs employ a small army of salesmen and provide for the greater risk of losses.

I think that the solution of meeting mail competition is to be found along other lines, and that your executive is capable of finding the solution. The live merchant of to-day is not worrying over this matter, because by taking his cash discounts he can buy in the most favorable market, and by making a considerable distinction between cash and credit prices, keeping his premises attractive, employing up-to-date salesmanship methods, he gets the local cash trade, and can afford to select only the best credit risks, or monthly accounts. He does not need to worry over business he is not getting. He is recognized as performing a public service at a moderate profit and will command the respect and patronage of his community.

Value of Wholesaler As Distributor

An Important Cog in the Wheel of Commercial Organism is the Wholesaler, Says Wholesaler—Saves Times and Money for Manufacturer and Retailer—His Advantage as Distributor is in the Multitude of Things He Distributes—What Would the Retailer Do Without Him?

Written by a prominent U.S. wholesaler.

SEVERAL years ago a company was formed to manufacture a certain line of merchandise. It doesn't matter what line. Call it a special grocery product. This line has always been sold extensively through the jobbing trade. This company built a model factory. It had ample capital to build and maintain the factory as well as to stock it to a considerable extent. The men at the head of the concern had the very laudable ambition to make the best goods by the most approved and economical methods. They also desired to market their goods with as little expense as possible and felt that they could greatly reduce the selling expense by eliminating all jobbers in the marketing of their goods. They very naturally felt that the jobber would require a certain toll for his own profit, which they figured would either raise the price to the consumer or reduce the profit to themselves, the producers. They could not see how the middleman, who neither made the goods, nor used them, had a right to exist on the products of others.

Jobber Presents His Case

Just about the time this factory was ready to begin operations, the manager received a visit from the head of a large jobbing concern who wished to negotiate for the marketing of the factory's entire output. On being told of the feeling the management had toward the jobber, he went into the subject just a little, with the result that the manager consented to call the directors to reconsider the subject. At the directors' meeting the visitor was invited to state his reasons for considering why they, the manufacturers, should allow uninterested middlemen to share in their profits. He stated the case as follows:

"Gentlemen, I represent a concern that makes it a business to sell goods. We make no goods whatever. We do not know how to make goods and we do not want to know. We devote our whole energies to the sale of goods. This we have made a study of and have built up a business based on many years of experience. We have learned that the concern which devotes its time to minimizing the troubles and expense of selling goods has no time to cope with the problems incidental to their manufacture. We also believe that the factory which has succeeded in manufacturing an article successfully and economically has solved all the difficulties it should be troubled with and should leave the marketing of that article to concerns which know how to market it better than the maker ever will. We have an army of experienced and expert salesmen. These men cover the entire country, each man making a study of his own particular territory. Each man, because of his experience, knows best how to economize time and money and how to put forth his best efforts in that territory.

"These men have a standing in the trade which is of value to them and to us. They have knowledge of the trade and know when to sell and when not to sell. They also have friendships among the trade, both social and business. To solicit an order for a new line would in many cases be equivalent to securing an order. A few weeks after we would take your line, we would have it represented in every part of the country in which it will sell. And we will have it well represented, better than you could hope to have it in many years. Now, if you give us your line to sell, what will it cost you? **NOT ONE CENT ON ANYTHING UNSOLD.** And it will cost only a small percentage of the price on what is sold. But what will it cost you to market your own goods? Have you ever thought this out? You

will need an army of salesmen. Have you thought of how much this will cost you in salaries alone? Have you thought of how much more for expenses? Where is all this sum coming from? It has got to come out of the sales of your one line alone. Worse than that, the expense will not be only on what you sell, but on what you do not sell as well. Now, mark this well. As far as traveling expenses go, it will not cost us one cent to add your line to our business. As for travelers' salaries, they will cost us nothing for your line unless sold, and then only a trifle as compared with what you would have to pay. Our travelers get their share from hundreds of lines represented at once, while yours would have to be their sole means of a livelihood.

Bears the Expense

"But this is only one of the many phases of the question. In every branch of the selling end the same principle of economy is applied. When goods are sold they have to be packed up, carted, shipped, charged and collected for. All this the jobber relieves the manufacturer of, or, at least, the most of it. As for packing, which, next to selling, is probably the largest expense, this can be economized by the factory only when selling to the jobber. In selling to the jobber the factory sells in full cases and can always pack its goods so that they case economically. In selling to the retailer, this cannot be done. But the jobber can lessen the cost of packing materially by packing this line with others. For instance, it will cost twenty-five cents to pack a case of goods which are only worth fifty cents. Thus the cost of packing is 50 per cent. of the total cost. But the jobber could pack fifty dollars' worth of miscellaneous material with that case so that the packing cost would not be more than one-half of one per cent. The same is true of cartage. The jobber can send a wagon load of miscellaneous groceries worth a thousand dollars, to the railway station for almost the same cost of a wagon load of some other line worth much less than \$1,000. An economy in freight can be worked by the jobber for the retailer in the same way.

"As for charging and collecting, this is a subject of such importance that it requires especial attention. If you turn your product over to us, you have eliminated one of the hardest problems of business. Our concern is strong financially, you have only one account and you collect when you produce the goods. Or, if you sell only to the good jobbing concerns in the country, you will have only a few good paying accounts. In either case the entire bookkeeping and collecting labor will be so light that it will probably be a pleasure to one of your officers. But what will be the result if you sell direct to the many thousands of small dealers with whom you will have to keep accounts? It will mean an army of clerks, no end of trouble, and an enlargement of capital to take care of the deferred payments.

Makes Immediate Market

"But still another point. While your goods are made for the consumer alone, it is the middleman who makes the immediate market for them. You manufacture a large stock of goods. You sell that stock to the jobbers all over the country and you make another stock. In the meantime, the jobber sells to the retailer, and buys from you again. Thus you see that between you and the consumer there is a large stock of goods which the jobber has paid for before the consumer has fairly started to use those goods. He thus not only doubles the possible market for you, but like-

wise acts as your storehouse here for you, free of cost, and without investment, has placed your goods awaiting the demand. Gentlemen, please consider this matter carefully. You will find that the jobber is not a parasite in business. He makes economies possible that would not exist without him. He can cheapen the final cost of everything he can profitably handle. He makes it possible for the retailer to be in business with a retailer's capital. He makes it possible for factories to stay in business because he actually makes and maintains their markets. The factory, as a general rule, could no more exist without the jobber or some agency doing the same work under another name, than the jobber could exist without the retailer, or the retailer without the consumer."

Needless to say, the above circumstance, as an actual occurrence, is true in part only. But it is wholly true in principle. There was such a factory started and it did make just such a selling agreement. The factory has been a success from the beginning and the stockholders have never worried about anything but keeping the factory running smoothly and in order. But the argument never took place, simply because there was no need. The members of the company were experienced men and had their selling arrangements made as soon as they decided on the proper selling agency. They did not need to be told, like many factories, as well as many retailers, need to be told, that the ultimate cost of all manufactured articles handled by jobbers to-day would be much higher if it were not for the jobbers' distribution of them. "The proof of the pudding's in the eatin'."

Bicycle manufacturers started out to sell their own goods. Bicycles sold from \$125 up. The jobbers took hold of the business and down came the bicycles to twenty-five dollars. And in the season the only factories which made any money were those which finally put their goods into the hands of the jobbers. Sewing machines are now bought at ten dollars. Before jobbers handled them they cost from fifty to sixty dollars. Automobile lovers were agreeably surprised recently by a drop in the price of tires. That was the time some of the tire manufacturers abolished their expensive and unprofitable selling agencies and sought the aid of jobbers. All through the line the same story goes. As sure as an article tried to stay on the market without the jobber it was expensive and the price came down as soon as the jobber took it.

Let us try to imagine a retail grocer starting up and continuing in the grocery business without the benefit of the wholesaler. Let us give him the benefit of all doubt and suppose him perfectly capable of starting the business without any advice. Let us suppose he understands the details of the business fully, as well as the special conditions which prevail in his particular location. Let us suppose that he has ample means to carry on his business properly.

What He Would Need

To properly equip a modern retail grocery store he will need several hundred different items, irrespective of size. To buy these from the makers, the prospective dealer will find he will have to deal with hundreds of different factories. This means that he will have to visit, or correspond with, or receive representatives from each one of these factories. You can take your own case and figure just how many different factories are represented by the lines you carry. It is astonishingly large.

A moment's consideration of this point alone should convince one of the absurdity of attempting to equip a well-assorted retail store from factory stock without the aid of a well-established medium.

But let us speculate a little. He must carry raisins. He can buy a first-class grade from a Spanish grower—who reserves a very high grade of currants for this market. For these he must send to Spain—if there is no wholesaler or distributor. A second grade comes from California, it may be. He sends there for them. He could, of course, buy both lots from a New York house. But if he does so—enter the jobber, then and there. Take teas. What would the grocer do who decided to manage without any middleman? He must do his own importing. He must import several grades of teas, and different teas from different countries. Or take soft drinks, various as they are in their quality and consequent price. To cater to the public demand to-day, several lines must be carried, if every customer is to be pleased.

A very careful investigation of this will prove its truth, even though it seem absurd and trivial. At first thought, one may suppose that the case is much exaggerated and that the trouble could be greatly minimized by buying certain general lines from the same factory: such as good and cheap biscuits from one concern; all classes of dried fruits from another; the entire line of soft drinks from another, etc. Such is not the case, if jobbing is to be entirely eliminated. It will be found that the factory which makes good biscuits does not often make cheap ones, although it often sells them. It finds it so much better to be a manufacturer of the good line and a jobber of the cheap lines. The retailer who decides to buy all his dried fruits from one concern (other than a jobber) of established reputation will find his good fruits packed by that concern and the cheap ones by another, which specializes in cheaper goods.

Buys Well Ahead

Here is another point. The jobber buys well

ahead of the season. He has brought goods into his stock when he could do so to the best advantage. He has brought them in large quantities always with a thought to the least possible transportation and handling expense. Is it possible for the retailer to imagine the chaos that would prevail when the season for nuts came around if those nuts should all be stored in large stocks at the warehouses of those who have picked them, instead of annually distributed by the jobbers according to the country's needs? And the principle that applies here applies to everything the retailer buys through the jobber.

Speaking broadly, distribution of the world's goods is an immense problem which properly belongs to the jobbers. They can always maintain themselves amply out of the savings they effect and greatly benefit others as well. The jobber has a right to feel proud of his position and any person in his employ may truly feel that he is engaged in some of the world's real work.

Ontario R. M. A. Board Meets

Reports of Various Officers Were Received—Number of Resolutions Were Adopted—Now 259 Branches in Province.

THE seventeenth annual convention of the Retail Merchants' Association of Canada, Ontario Provincial Board, was held in the Assembly Hall, at the corner of Yonge and College Streets, Toronto, on Monday, July 24. The president, B. W. Zieman, Preston, presided. A number of important matters were discussed and reports received from the various officers. Following are the resolutions passed:

RESOLUTION NO. 1

That it is the opinion of this Convention that when a Municipality opens Free Markets or enters into any Commercial undertaking and pays the expenses of the same out of public monies that they remit the business taxes that they collect from the business firms whom they enter into the Competition with.

RESOLUTION NO. 2

That it is the opinion of this Convention that vigorous action should be taken against those who violate the Trading Stamp Act or the False Advertising Act, or any Act of a similar nature that has been secured by our Association and that such prosecutions should be undertaken by the Dominion Board under the direction of special Committees appointed by the Executive of the Provincial Board, and we also recommend to the Dominion Board the advisability of their asking the Dominion Government to have an official appointed to prosecute those persons who falsely advertise any article, similar to the inspector who prosecutes those who violate the Gold and Silver Marking Act.

RESOLUTION NO. 3

That whereas it has been reported to this Board that a number of our members who live in Districts outside of that in which Express Companies deliver parcels are greatly inconvenienced by the limited Express service, that we ask the Incoming Executive Officers to take this subject up and deal with it in a manner desired by the members.

RESOLUTION NO. 4

That whereas a request has been forwarded to this Board of the Credit Men's Trust Association asking our support in an endeavor by them to have every Retail Merchant or firm doing business within the Province of Ontario, registered by the Government, giving the name of the firm, who it is owned by, whether an individual or partnership, and to pay a sum estimated at about \$5.00 for doing so, and

whereas we understand that the same request has been made to the Officers of our Association in all of the other Provinces that this matter be referred to the members of the Dominion Board expressing the opinion of this Convention that we believe that this is a matter that should be dealt with by the Department of Trade and Commerce at Ottawa, and that they should see that every firm doing business in Canada is registered and financial provision made for the same through the Department.

RESOLUTION NO. 5

That it is the opinion of this Convention that provision should be made by the Dominion Board to provide literature so that it could be distributed by the Officers of the Ontario Board to every member of the Association throughout the Province so as to let them know what the Association has done and is doing.

RESOLUTION NO. 6

That it is the opinion of this Convention that any attempt on behalf of our Association to enter into any Commercial enterprises whereby we either take an active part in, or lend the name of our Association to promote the sale of any product is not only detrimental to the

policy of our Association, but it evinces evidence of our lack of strength to enforce the trading policy that we think that Manufacturers should adopt and follow, and we therefore recommend the speedy adoption of the Price Maintenance Contract Plan by the Dominion Board and the discontinuance of the use of the name of our Association wherever it has been adopted.

RESOLUTION NO. 7

That this Convention again places itself on record as being opposed to Co-operative Societies and Farmers' Clubs and that we again refer this matter to the Dominion Board and ask them to have the importance of this subject taken up with the wholesale trade and the Manufacturers.

RESOLUTION NO. 8

That whereas several of our members have been prosecuted in the Police Court for having in stock goods that are in sealed packages and bottles that have been sold to them for pure products, but which have been found to be adulterated, we therefore recommend that our Board, through their delegates, take this subject up with the officers and members of the Dominion Board and provide a remedy for the same.

RESOLUTION NO. 9

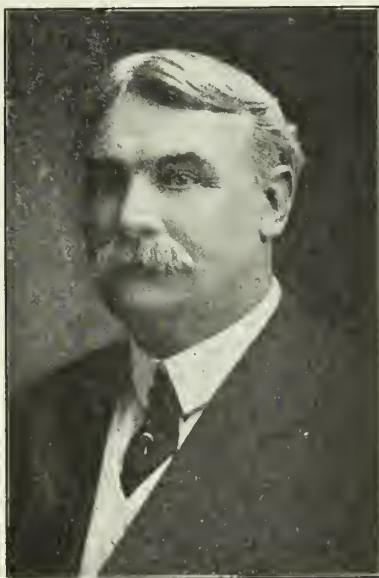
That it is the opinion of this Convention that all strawberries sold should be specified under the act, and when they are sold by the box, the size specified should be used. We request that this matter be referred to the Dominion Board and that they be asked to take immediate action on the same.

RESOLUTION NO. 10

That inasmuch as the public are being educated by the press through publications, and on public platforms by a certain school of thought, to the belief that the Municipality, the Province and the Dominion should enter into the public ownership of all utilities, and Commercial enterprises, and whereas a definition is made by them as to where public ownership ends, and where private ownership begins, and whereas these persons who advocate these measures are generally loud in their condemnation of the owners of private capital, which is engendering an antagonistic spirit between those who own capital and those who do not, and in doing so they are interfering with the investment and development of private capital to the injury of every Municipality, we hereby request the Dominion Board to appoint a special Committee to study this subject and report on the same to the Officers of the Provincial Boards at an early date.

RESOLUTION NO. 11

That whereas in cases of prosecution in the Police Court for violating the False Advertis-



D. W. CLARK

Grocer elected first vice-president on the Ontario R.M.A. Board.

ing Act, it has been found that the Act does not make any provision for accepting the written report of the Analyst who may analyze any goods so advertised, and that the Analyst himself must appear and give evidence, we therefore recommend that this matter be referred to the Dominion Board and that they take such steps as to remedy the same.

RESOLUTION NO. 12

That it is the opinion of this Convention that it would be a great advantage to our members to have a certificate given to them when they become members and that a seal be attached each year bearing the date and year of Membership and the impression of a suitable Trade-Mark which should be adopted by the Association, and we recommend that this resolution be forwarded to the Dominion Board, and request that immediate action be taken.

RESOLUTION NO. 13

That the Incoming Executive be requested to appoint a special Committee to study and prepare an amendment to the Division Court Act, whereby the present Division Court Act can be simplified for the Collection of small debts, the securing of a smaller amount than that, that can be secured by garnishee, and also by lien, and that the amendments they propose be prepared in time for the next Session of the Ontario Legislature.

RESOLUTION NO. 13

That it is the opinion of this Convention that greater interest would be taken in the organization work of our Association if provision was made for holding District Meetings throughout the Province, and that the Officers should attend and address the same, and that the holding of banquets throughout the Winter months should be encouraged.

RESOLUTION NO. 14

That this Convention again place itself on record as being fully in favor of the Price Maintenance Contract Plan, and that we are pleased to know that the Dominion Board are taking steps to have the same put into operation throughout Canada.

RESOLUTION NO. 15

That this Convention is in full accord with and heartily endorses the proposals presented for the consideration of the Dominion Board regarding the proposals to remedy the selling by wholesalers to our customers, and also the proposal presented for the consideration of Manufacturers, and we hereby instruct our delegates to support the same and have them put into operation by the Dominion Board at once.

RESOLUTION NO. 16

That it is the opinion of this Convention that some active steps should be taken at once to carry on the work of community development so as to induce the public to spend their money in their home town and that the Incoming Executive be requested to give it their immediate attention.

RESOLUTION NO. 17

That we, as officers and members of the Ontario Provincial Board of "The Retail Merchants' Association of Canada," incorporated, desire to express our high appreciation of the services rendered and the advice given to us by the Dominion Board of our Association through the Secretary, Mr. E. M. Trowern. We feel that the practical knowledge which he secured during the time he was engaged in the Retail business and the close study that he has given to the many retail problems that have come before him from time to time through the various sections of trade, and the care and attention that he has given to commercial legislation has enabled him to give us information that is very valuable and helpful in our work, and we desire that a copy of this resolution should be sent through the President to the officers of the Dominion Board.

The officers elected at the meeting on Monday were the following:

President, B. W. Zieman, Preston; first vice-president, D. W. Clark, Toronto; second vice-president, W. J. McCully, grocer, Stratford; treasurer, F.

C. Higgins, Toronto; and secretary, W. C. Miller, Toronto.



F. C. HIGGINS
Treasurer of the Ontario Branch R.M.A. Board.
Mr. Higgins is also a grocer.

The Traveller and the Female Clerk

Editor Canadian Grocer.

Dear Sir,—I have noticed your articles from time to time re giving commercial travellers a respectable hearing, and must agree with you in the matter as far as pertains to legitimate travelling salesmen out to do business. However, there is another class of travelling salesman that is the other side of the story. This is the class that thinks it his God-directed business to entertain every young girl that is employed in stores (provided they will be entertained). In these times of help-searcity, merchants find it necessary to employ a great many girls—in many cases quite young girls—just out of school or business colleges, unfamiliar with the ways of the world or the ways of business.

In many cases they are nice, innocent young girls, with an exceedingly strong liking for the opposite sex and an idea that flirtation is a part of business life. This is the class of girl that the fresh young commercial man feels it his unbounded duty to entertain, and thus steal the time that belongs to her employer. The class of commercial man I speak about is known to every one who has occasion to patronize stores (where girls are employed), hotel dining rooms, railway stations or any other public place where they can demonstrate their "mashing" abilities. He is always smart in his own opinion, but in no one else's.

The writer happens to be unfortunate enough to have to employ one of these hypnotic-eyed young girls along with other girls. She is a girl of fairly good family, with absolutely nothing against her character, but her misconstrued idea that her duty lies in entertaining every flip commercial man that comes along, very much to her detriment. Whilst there are one or two other girls employed in this store, the flip young man cannot see any but the goo-goo-eyed one, who is about 17 years of age.

The writer is thoroughly enjoying the hair-brained action of many of the commercial men, and has managed to lessen the number of wholesale houses he has been doing business with, as I will positively not give an order to this class of commercial man. Should this style of traveler have a decent hearing?"

A CANADIAN GROCER.

BOOTH FISHERIES GET CANADIAN CHARTER

The Booth Fisheries Co., a Chicago fish concern, has been granted a Dominion charter for a Canadian Company with an authorized capital of \$1,000,000. The company will be known as the Booth Fisheries Co. of Canada, and will have its head office in Toronto. The company controls the Dominion Transportation Company, which operates the steamers Caribou and Manitou from Owen Sound.



W. C. MILLER
Re-elected secretary of the Ontario Board.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

H. J. Newby, of John Duncan & Co., has left Montreal to make his semi-annual trip to Newfoundland.

The retail merchants of St. John, N. B., will observe another Dollar Day on Wednesday, August 23. The merchants are making preparations on a more elaborate scale than before.

The engagement has been announced of Joseph Laporte, son of H. Laporte, President of Laporte Martin Ltee, wholesale grocers of Montreal, to Miss Helene Herdt, eldest daughter of Mrs. and Henry Herdt, general manager of the Dominion Glass Co.

By direction of the Montreal Board of Control an invitation was extended to the Board of Trade, Chambre de Commerce, the Corn Exchange and the Canadian Manufacturers' Association, the Trades and Labor Council and the St. Jean Baptiste Society, to meet on July 24th, for the purpose of organizing a meeting to commemorate the Second Anniversary of the declaration of war in accordance with the suggestion of the Prime Minister.

John J. Gillies, wholesale fruit merchant, Montreal, died last week. He had been ill since the beginning of the year, and his death was not unexpected. The deceased was thirty-six years of age. He was born in Glengarry, Ont., but came to Montreal at an early age, and had been in the fruit business here since he left school, going into business for himself some years ago. Ex-Mayor D. J. Gillies, grocer, of Cornwall, Ont., is a brother. The deceased was a prominent member of the Montreal Fruit Exchange and of the Dominion Council Knights of Columbus.

Ontario

The National Candy and Cone Co., Toronto, sustained damage of \$1,400 in a fire during the week.

A. T. Hunter will this year be the Grimsby district agent for the wholesale fruit and produce commission house of Mason & Sons, Montreal.

F. J. White has opened a brokerage office in Toronto to handle fruit and produce, evaporated fruits, beans, etc., as well as grocery specialties. He is located at 27-29 Wellington Street East.

Frederick Oliver has purchased the retail business of the Aylmer Condensed Milk Company, corner of Ross and Myrtle streets, St. Thomas. He will re-

move his present stock of teas, coffees, spices, etc., to the new location where he will open for business.

Wm. C. Miller, secretary Ontario Board of the R.M.A., will be in Port Arthur and Fort William next week on his way to Winnipeg to attend the annual meeting of the Dominion Board. On Tuesday evening next a dinner will be tendered Mr. Miller in Fort William by the associations, in connection with the organization work.

The employes of the Harris Abattoir Company, Toronto, held their picnic to High Park last week. Large motor trucks decorated with flags and bunting were provided by the company to carry the many employes and their families to the park where a very pleasant afternoon was spent.

Those who took part in the tug of war at Port Stanley between the London and St. Thomas grocers were: London—J. Rowntree, Charles Ross, Fred McDonald, Ed Noel, Thos. Shaw, Harry Hooper, F. G. Gartshore, A. A. McFarlane, D. Hodge (anchor), J. D. May. St. Thomas—E. Phillips, Fred Nunney, John Black, Leslie Mattis (anchor), A. Hill, R. Braybrook, C. Jolly, F. Harding, B. Charlton, Chas Raisin.

Western Canada

The Vancouver Retail Grocers' Association will picnic on Saturday, August 5th, at Bowen Island.

The building and dry kilns will cost about \$30,000 and the machinery and equipment about as much more.

Watson & Truesdale, Winnipeg, manufacturers' agents, have been appointed selling agents of the Young-Thomas Soap Co., of Regina, Sask.

A test case decided recently in the Vancouver police court held that it was lawful to sell fruit on Sundays, but not cigars. Fruit was held to be in the same category with bread, the right to sell which on Sunday had been previously established.

Potatoes will be the chief product handled by the new evaporating plant and when in full working order it is claimed it will have an output of about four car-loads per day. Carrots and onions will also be handled as well as fruits.

Among those from Ontario who will likely be attending the annual meeting of the Dominion Board, R.M.A., in Winnipeg, are B. W. Ziemann, Preston; E.

M. Trowern, W. C. Miller, and D. W. Clark, Toronto; J. W. McCully, Stratford, and F. C. Higgins, Toronto.

The Aylmer Condensed Milk Co., Hamilton, Ont., have opened an office in the Cold Storage Building, 7th Ave. and Halifax street, Regina, Sask. S. McCrimmon is in charge. They have also opened an office at 704 Merchants Bank Building, Winnipeg, with G. W. Nickerson in charge.

A New Westminster, B. C., report states that the new \$60,000 evaporating plant being erected by the Canadian Products Co., is now assuming definite shape and it is expected that the plant will be in operation early in August. It is being rushed in preparation for this year's vegetable crop.

N. S. AND N. B. WHOLESALERS MEET

The annual joint meeting of the New Brunswick Grocers Guild and the Halifax Grocers' Association was held last week in Digby, N. S. Allan H. Wetmore, president of the New Brunswick Association, occupied the chair and the representatives present included: G. E. Barbour, Thomas Gorman, J. Hunter White, F. B. Schofield, W. M. Barlow, T. Collins, Harold Lynam, W. C. Cross, R. G. Schofield, and C. W. deForest, of St. John; H. G. Bauld, M. Dwyer, F. E. Elliott, A. C. Pyke, S. O. Hogg and R. M. Symons of Halifax; R. Fitzrandolph, Fredericton, and J. F. Edgett, Moncton.

The meeting was devoted to a general discussion of trade conditions, one feature being, the chairman said, to the study of methods to reduce expenses and thus enable the wholesalers to get goods to the consumers at lower prices, and to improve conditions generally. It is said, unofficially, that the meeting devoted considerable time to the discussion of relations between the wholesalers and the sugar refineries in St. John and Halifax.

BIJSCUIT FACTORY SOLD

The Noble Manufacturing Company of St. Thomas, Ont., biscuit manufacturers, which made an assignment four months ago, has been purchased by Peter Kolb, of Toronto, for \$45,000. Mr. Kolb was formerly manager of the candy department of the factory. It is anticipated the factory will be in operation about the first of August.

Run of Sockeye Reported Light

Prices for Canned Salmon Probably Be Higher — Spanish Valencia Raisins a Normal Crop — Sugar Prices Hold Firm.

Office of Publication, Toronto, July 20, 1916.

JUST now thoughts of business men are centred on the prospects of the new grain crops. In Ontario the hot weather has forced the wheat fields along in the ripening process and it is expected harvesting operations will be general by next week. Already in certain sections—in the neighborhood of Lake Erie—some of the wheat crops have been taken off. In the West harvesting is expected to be general by August 15. Everything points to a good crop. The kernels of grain will possibly not be as large as they would if there had been more rain. The acreage will be smaller. But the yield per acre will be fully as large as last year if present indications are not changed by future circumstances.

Trade during the past week has been characteristic of the summer months. There has been a big consumption of cooked meats of all kinds. The egg consumption has not been as large as in cooler months, and strictly new-laid eggs are reported somewhat hard to secure. Creameries are having their troubles in keeping the cream from getting over-ripe. Dairy butter is somewhat scarce in the market. The demand for fresh meats has been greatly curtailed.

In the fruit lines lemons have had a sensational upward move in price, an advance of two dollars per case being recorded. This has been due to the exceptional demand by reason of the continued hot weather, together with a shortage in supply. Raspberries are coming along in better quantities, but the lack of rain has allowed the berries to dry up to a certain extent. Vegetables are reaching the markets very slowly. Hot weather has also affected the production of these commodities. Supplies of white-fish and salmon continue good with the consumption falling off slightly.

Quebec Markets

SUGAR.—The raw market has fluctuated from day to day, but there has been no material change. There appears to be no immediate prospect of any advances, and on the other hand, nothing to warrant a decline. It is now getting to the end of the Cuban crop, which is in strong hands in a position to hold it. There is no other large crop coming in before the end of the year. Local stocks, both in wholesaler and retailers' hands, are said to be rather light, as buying has been very careful for several weeks.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5 lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lump—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	

Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 55

DRIED FRUITS.—Trade in dry fruits at the present time is quiet and buying is of the hand-to-mouth variety. The market is firm and eyes are turned to the new crop. The market on apricots is very firm on account of crop reports in California. It is thought that apricots will sell for October delivery at about 20c. Spot stocks of peaches have advanced slightly, now being quoted at 29c. This on account of higher prices for the new crop, which will be about 10c to 11c. Pears are now selling at 14c, but it is expected that the new crop will be cheaper, probably about 13c. The currant market is very strong, as delivery of all European supplies is so uncertain that it is difficult to know what the future of this market will be. Prunes are a little easier this week. This was expected, as it was stated in last week's Grocer. The Association had been holding, but as buying is very slow, no doubt were forced to ease off their prices.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 09½
Apples, choice winter, 50-lb. boxes	0 09

Apricots	0 14	0 15
Nectarines, choice	0 11½	0 11½
Peaches, choice	0 08	0 08
Pears, choice	0 13½	0 13½

DRIED FRUITS.

Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	0 14	
Filiatras, packages, new	0 15	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Farus, choicest	0 12½	
Hallowee, loose, new	0 09½	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 16 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	
Cal. layer,	0 10	
Cal. fancy, table, 10 lbs.	1 30	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 13
40 to 50, in 25-lb. boxes, faced	0 10½	0 10½
50 to 60, in 25-lb. boxes, faced	0 10	0 10
60 to 70, in 25-lb. boxes, faced	0 09½	0 09½
70 to 80, in 25-lb. boxes, faced	0 09	0 09
80 to 90, in 25-lb. boxes, faced	0 08	0 08
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscateles, loose, 3-crown, lb.	0 09	
Muscateles, 4-crown, lb.	0 09½	
Cal. seedless, 16 oz.	0 12½	
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 oz. pkgs.	0 10½	0 10½
Valencias, selected	0 11	
Valencias, 4-crown layer	0 11½	

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Montreal

NUTS.—Spot stocks of shell walnuts, Bordeaux halves, are up to 34c to 35c. Freshly cracked walnuts for fall delivery are quoted from 36c to 38c. The peanut market is steady, and is not likely to be any easier until something definite is known of the new crop. Present reports are that the crop will be good. If so, prices should be a little easier for fall.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 34	0 35
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	0 35	
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

DRIED VEGETABLES.—The situation in beans is unchanged. The market is very strong, and spot stocks of good quality beans are very, very light. There appears to be a good stock of poor quality beans. These are practically the only available stock. There are a few shipments being received from Europe, but as they are coming so slowly, the prospects are the stock will continue to be very light until the new crop comes in, which will probably not be until late in October. August and September generally see a lot of business done in beans, especially as there is very heavy buying being done in September. The situation in beans and peas is very similar to that in beans, inasmuch as there is a great scarcity of good quality and fairly

good stocks of poor peas. There is no change in their quotations.

Beans—

Canadian, 3-lb. pickers, per bushel.....	6 00
Canadian, hand-picked	5 90 6 50
Canadian, 5-lb. pickers	5 60
Yellow eyes, per bushel	5 70
Lima, per lb.	0 08 0 08½
Peas, white soup, per bushel	3 25 3 50
Peas, split, bag 98 lbs.	5 00 6 25
Barley, pot, per bag	3 25
Barley, pearl, lb.	0 04½ 0 06

SPICES.—There is no change of any importance since last week. Trading is normal, with a good demand for some lines brought on by the excessively hot weather. Pepper retains a strong position, and the tendency of the whole market is toward firmness.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 85	—0 35
Cayenne pepper	—0 28	—	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 57c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	—0 25	—	—0 31
Ginger, Jamaica	—0 23	—1 15	—0 29
Mace	—0 80	—	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 23	0 85—0 90	—0 25
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 18—0 22	—	—
Turmeric	0 21—0 23	—	—

Lower prices for pails, boxes or bails when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian		0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 45
Shredded coconut, in pails	0 21	0 23
Pimento, whole		12-15

COFFEE.—Local quotations in coffee remain unchanged, and the market is steady. Some firmness was shown in primary markets, but no reason is ascribed to it. The opinion locally seems to be that the market is likely to remain quite steady for some time.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

TEA.—The trade in tea this week has been very, very quiet, due no doubt to the hot weather. First crop of Japan tea is said to be a short supply this year, but the quality is very good. Weather conditions have not been favorable so far to the second crop. Ivro Japan are selling it from 28c to 30c. Reports of the new crop China tea have not been as favorable as first anticipated, but there has been no definite confirmation of reports. All Southern China teas are reported inferior in quality to those of last year. Lower prices have been quoted for the last week or ten days for Ceylon and Indian teas, but the quality has not been good. Good Ceylon and Indian still maintain their price.

MOLASSES AND SYRUPS.—The market on molasses maintains its strength, and there appears to be no indication of future weakness. There are some supplies coming in, but these have been only sufficient to fill some of the or-

ders taken in the early part of the year, and, while they help out to some extent, do not relieve the situation very greatly. One wholesaler states that he has a shipment of 2,000 puncheons driving this week, but that this will probably only be enough to fill orders taken during the month of February last.

	Fancy.	Choice.
B Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., ¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 8¾ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85

Cane Syrups—	
Barrels, lb., 5¼c; ¼ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

RICE.—The rice market continues to be firm, and there is no indication at present of easier prices. As a hot weather food it has enjoyed a good sale, but in view of the fact that it is probably the cheapest food on the market to-day, there is no doubt that the sales should increase, as it is substituted for other higher-priced foods. There is no new development in transportation conditions, which are really controlling the rice market.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50

Fancy Rices—	
Mandarin, Patna	4 50
Pearl	5 00
Imperial Glace	5 70
Sparkle	6 30
Crystal	5 00
Snow	5 20
Ice drips	5 30

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.
Bags, 224 lbs.	0 06
Half bags, 112 lbs.	0 06½
Quarter bags	0 06½
Velvet head Carolina	0 08
Sago, brown	0 06½

Tapioca—	
Pearl, lb.	0 10 0 11
Seed, lb.	0 10½ 0 11

CANNED GOODS.—The position of all classes of canned goods continues to strengthen with the advance in the season, and available supplies fall far short of inquiries in some lines. The latest development in this respect is the receipt by John T. McBride of cables from France asking for 250,000 1-lb. tins of boiled beef, free from sinews and bone, and with a maximum of 50 per cent. of jelly, weekly for an indefinite period. It is stated that there is no prospect of filling this order.

Canned goods are advancing. It is said there are no supplies at all of tomatoes in canners' hands. Last week only a few small lots were cleaned up by wholesalers, who paid from \$1.17½ to \$1.20. Some wholesalers are still selling at \$1.20, but this appears to be a very favorable price. Wholesalers express the opinion that all canned goods

Ontario Markets

Toronto, July 27.—Many things are being attributed to the continued hot weather these days. It is affecting the fruit and vegetables to a noticeable degree. Vegetables are not reaching the market in as large quantities as the dealers would like. Tomatoes are coming to market under conditions that make the percentage of losses heavy. It has been hard for vegetable dealers to handle this line without loss.

In the provision market, cheese has been an uncertain quantity as to price. It is asserted the prices are governed entirely by the export demand. Government buyers come into the market un-awares, and pick up a big block of cheese and the price takes a leap upward. With the cessation of buying the prices become easier again.

Conditions all point to another excellent grain crop, and there is an optimistic feeling throughout the country in consequence. It is being taken in a philosophic way, however, and is not being watched with the feverish interest that was characteristic of last year. Prosperity has become almost a settled condition, and another good crop added to the one of last year is coming to be looked upon as a matter of course.

SUGAR.—Buyers of both raws and refined sugars are holding off. Demand for refined has been somewhat disappointing to the refiners. The opinion is held in certain quarters that August requirements have not been provided for and that heavy buying should result. There have been no new transactions for either raw or refined. Although there were heavy arrivals of raws in the New York market, the market advanced a ¼c from the low point of 5½c for raws, but since that time the market has eased 1-16c, and is now quoted at 5-16c. Stocks are low at the present time, and any considerable demand would force the refiners to buy raws heavily, for which they would undoubtedly have to pay higher prices. The situation with respect to raws is in strong hands at the present time. There have been no price changes during the week.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 25
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 56
New Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 26
Extra Ground Sugars—	
Barrels	8 61
50 lb. boxes	8 81
25 lb. boxes	9 01

Powdered Sugars—	
Barrels	8 41
25 lb. boxes	8 31
Crystal Diamonds—	
Barrels	8 86
1 lb. boxes	9 01
50 lb. boxes	9 06
Paris Lump—	
100 lb. boxes	8 36
50 lb. boxes	9 06
25 lb. boxes	9 26
Yellow Sugars—	
No. 1	7 86
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—The market in fancy Barbadoes has stiffened up considerably during the past week. There is very little to be had under 64c per gallon at the present time. West India molasses also has become firmer in price, and is now quoted at 43c to 45c. Corn syrups and cane syrups remain at former prices.

Corn Syrups—	
Barrels, per lb., 4c; ½ bbls., 4½c; ¼ bbls....	0 04½
Pails, 38½ lbs., \$1.95; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ¼ doz. in case	3 06
Cases, 20 lb. tins, ¼ doz. in case	3 00
Cane Syrups—	
Barrels, lb., 5½c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43 0 45

TEAS.—The tea market in London is firming up again after recent reactions, due to poor quality of teas. Latest reports from that city say that the supplies are on a moderate scale. Advices from Calcutta relative to the Indian tea situation stated that in Assam and Terai the outturn last month was normal, but in other districts it was poor. The immediate prospects were stated to be fair.

COFFEE.—The coffee market is continuing strong and advancing with values of Brazil coffees, Santos and Rio, a half to ¾c. higher. Very large commitments for shipments from Brazil August-October for European account have been bargained for, the coffee to be stored in New York during the continuance of the war. European stocks being practically exhausted the buying is evidently in anticipation of the expected sharp advance when exports can be made to central European states now enemy countries. The effect of this buying has reduced available stocks at the source for the general export trade making the total for the present crop year below the usual average. Dealers assert their belief that coffee under present normal prices is good property to hold as it would seem that the natural and speculative demand will cause considerable rise in prices in near months. Mild grades, such as Bogota, Maracaibo, Mexicans, etc., have been written up to about the same advance as Brazil coffee. The roasting trade in the United States has been more active in the market recently.

SPICES.—All spices have maintained a firm market during the week. Cream of tartar continues easier as the result of good news from the Western battle

front. There are no price changes to record.

Allspice, whole	Pure lb.
Cassia, whole	0 15
Cloves, whole	0 25
Curry, in 5-lb. tin	0 50
Caraway seed	0 28
Celery seed	0 15
Coriander seed	0 45
Ginger, whole	0 17
Mace, whole	0 25
Mustard, pure	0 75
Mustard seed	0 28
Nutmegs, whole, large	0 27
Nutmegs, ground, in 5-lb.	0 55
Pepper—	0 40
White, whole	0 30
Black, whole	0 24
Cayenne	0 31
Compound, black	0 15
Compound, white	0 24
Spices, pickling, whole, 5 lbs.	0 16
Spices, ground, 5 lbs.	0 22
Spices, pastry, 5 lbs.	0 24
Tumeric powder, in 5-lb. tins	0 25
Sage, thyme, mint and savory, for 1 c tins, doz.	0 91
Sage, English	0 45
Sage, Glycer	0 30

BEANS AND PEAS.—The demand for beans and peas continues. Prices hold firm at present high levels. There have been no price changes during the week.

Beans, choice primes, bush.	5 00
Beans, hand-picked, bushel	5 25
Peas, blue, bushel	3 50 3 60
Split	5 00

DRIED FRUITS.—Advices from Spain are to the effect that the Valencia raisin crop in that country is estimated at 13,500 tons, which is a fair average quantity as compared with other years. In the California dried fruits the condition with respect to prunes is looking slightly better. Recent estimates are inclined to increase former ones. Raisins in every variety are very firm. A good average crop is expected, but it is thought it will not be sufficient to meet the demands. There have been no price changes during the week.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Std., 25's, faced	0 15	0 15½
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09½
Package dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
39-40s, California, 25-lb. boxes....	0 14	
40-50s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 09	0 09
Std., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	0 10½	0 11½
Seeded, choice, 1 lb. packets	0 11	0 11
Seedless, 12 oz. packets	0 11	0 11
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

RICE AND TAPIOCA.—There has been a big demand for rice. It is one of the popular summer foods. Prices have not changed, however. There is a fair demand for tapioca.

Rice—		
Hangoon "B." per cwt.	4 50	
Hangoon "CC." per cwt.	4 40	
Hangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 10	0 11
Seed, per lb.	0 10	0 11

CANNED GOODS.—With the big demand for canned goods of all kinds tomatoes is one of the lines that has been sold out. There has been an advance of 10c. on tomatoes, now selling at \$1.40. Prices for the new goods have not been named yet, but dealers are expecting them in the near future. In these higher prices are looked for. The run of sock-eye salmon at the West coast has been poor so far and this will tend to send the price of canned salmon higher. There has been no advance in these goods during the week.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.	
Salmon, Sockeye—	
1 lb. talls, cases 1 doz. per doz.	2 75
½ flats, cases 8 doz. per doz.	1 75
Five cases or more, 2½c doz. less 10% above.	
Chums, 1-lb. talls	0 97½
Pinks, 1-lb. talls	1 20
Cohoos, 1-lb. talls	1 90
Red Springs, 1-lb. talls	2 00
Humpback, ½-lb. tins	0 50
Canned Vegetables—	
Tomatoes, 3's	1 40
Peas, standards	1 00
Early June peas	1 05
Corn, 2's, doz.	1 00
Corn, fancy, doz.	1 15

Manitoba Markets

Extremely hot weather continues, and has given quite an impetus to sales of canned goods, cooked meats and other seasonable lines. Both city and country demand for staples is satisfactory, while for fancy goods there is but a dull trade. Business is, however, on a good foundation. There is no lack of money in circulation; no lack of employment, and crop prospects are generally excellent. Wheat is all headed out, and much of it past the blossom stage. Rust and hail might do damage here and there, but as a whole a rather better than average crop is assured. The last Government report placed the condition of wheat at 102. In the meantime grain prices have had a notable advance during the week, due to speculative buying in the United States, based on damage reports to the spring wheat areas of South Dakota and Minnesota.

There is some anxiety as to the supply of labor, that will be available for harvest. The demand will no doubt be very heavy and scarcity of labor has affected business in certain lines already. The recent rise in salt was due to no other cause.

SUGAR.—Prices are unchanged, but the market is unsettled and expecting an advance. "Prices are likely to go higher before they go lower." is a very general opinion, the basis of which is hard to discover. The demand is good and will

improve as the preserving season comes along. A good crop of wild fruit has greatly stimulated country sales.

Sugar, Eastern—	in sacks	Per cwt.
Standard granulated	8 80	
Extra ground or icing, boxes	9 65	
Extra ground or icing, bbls.	9 35	
Powdered, boxes	9 45	
Powdered, bbls.	9 25	
Hard lump (109-lb. case)	9 75	
Montreal yellow, bags	8 40	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 75	
Halves, 50 lbs., per cwt.	8 65	
Bales, 20 lbs., per cwt.	8 85	
Powdered, 50s	9 40	
Powdered, 5s	9 65	
Icing, barrels	9 40	
Icing, 50s	9 60	
Cut loaf, barrels	9 70	
Cut loaf, 50s	9 90	
Cut loaf, 25s	9 95	
Sugar, British Columbia—		
Extra standard granulated	8 80	
Bar sugar, bbls.	9 25	
Bar sugar, boxes, 50s	9 35	
Icing sugar, bbls.	9 35	
Icing sugar, boxes, 50s	9 65	
H. P. lumps, 100-lb. cases	9 75	
H. P. lumps, 25-lb. boxes	9 75	
Yellow, in bags	8 40	

SYRUPS.—Syrups are out of season in hot weather, and trade in them is slack. Future prices will be governed by the corn crop. Should existing prices for that cereal be maintained an advance in corn products must be expected. It would appear that wheat prices are at present holding up corn values.

Corn Syrup—	
2s, per case 2 doz.	2 08
5s, per case 1 doz.	3 23
10s, per case ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.	

DRIED FRUITS.—There is nothing new to report other than that prices of currants and apricots, as reported last week, hold.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07½
Evaporated apples, choice, 25's	0 08
Evaporated apples, 3-lb. cartons	0 30
Pears, choice, 25's	0 12½
Apricots, choice, 25's	0 14½
Apricots, choice, 10's	0 15½
Peaches—	
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Currants—	
Filigras, dry cleaned	0 13½
Vostizias, dry cleaned	0 14½
1 lb. package Amalias	0 14½
2 lb. package	0 29
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08½
Raisins, California—	
16 oz. fancy, seeded	0 10
16 oz. choice, seeded	0 09½
12 oz. fancy, seeded	0 08
12 oz. choice, seeded	0 07½
Raisins, Muscatels—	
3 crown, loose, 25's	0 08½
3 crown, loose, 50's	0 08½
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09½
Prunes—	
90 to 100, 25s	0 07½
80 to 90, 25s	0 07½
70 to 80, 25s	0 08½
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10½
Peels—	
Orange, lb.	0 17½
Lemon, lb.	0 18
Citron, lb.	0 21½

DRIED VEGETABLES.—Beans are scarce and dear, and the only supplies available are Japanese beans, which are selling at \$4.80 per bushel. There is no probability of a decline in prices until the new American crop comes in, and it

is too early yet to estimate its probabilities.

Beans—	
Japanese white beans, bu.	4 80
White beans, fancy, hand-picked, bu.	5 00
White beans, 3-lb. pickers, bushel	4 66
California Lima Beans—	
80-lb. sacks	0 07½
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, steck., 98 lbs.	5 50
Whole peas, bushel	3 30

RICE.—Rice and tapiocas are steady, with tapiocas expected to go lower.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05½
No. 2 Japan, per lb., 100-lb. bags	0 04½
Siam, per lb., 100-lb. bags	0 04½
Patna, per lb., 100-lb. bags	0 07½
Carolina, per lb., 100-lb. sacks	0 08½
Sago, pearl, sacks, per lb.	0 08
Tapioca, pearl	0 08½

SPICES.—The Old Country markets are reported as a little weaker, but prices are still very high and unchanged locally.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 22	
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 26	
Cloves, ground	0 26	
Ginger, Jamaica, ground	0 22½	0 23½
Nutmegs, ground	0 26	0 30
Pepper—		
Ground, black, 10-lb. boxes	0 27	
Ground white, 10-lb. boxes	0 31	
Whole, white	0 31½	

COFFEES.—The slight advances noted last week in both Santos and Rios still hold. The market is firm.

Coffee—	
Green, choice, No. 7 Rio	0 14½
Green, choice, No. 5 Rio	0 15½
Roasted, Rio, in bulk, bbls.	0 18½
Roasted Santos	0 20
Maracaibo, green	0 19
Chicory, lb., Canadian, 14-lb. tins	0 10½

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, July 27.—Few changes have been recorded in the Edmonton wholesale market during the past week. The new pack of lobster has arrived, and is quoted at \$1.80 for quarters and \$2.75 for halves. Canned meats show a slight advance. Macdonald's tobacco has declined 2c a pound. The produce market is weak. Eggs are selling at \$6.75 to \$7 per case for No. 1's. Butter is quoted at 23c pound, with No. 2 at 22c. Starch has advanced a quarter of a cent per pound, and corn syrup 20c case. Beans continue firm. The market has advanced on canned goods. Another advance of 15 per cent. is recorded in sal soda. Lard has declined 20c per case. Bacon bellies are selling at 26c.

General—	
Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 77
Roller oats, ball	3 00
Roller oats, 80s	2 60
Rice, Siam, cwt.	3 30
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	9 35
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 18½
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 23
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 26
Lard, pure, 3s, per case	10 35
Eggs, new laid, per doz.	0 22
Eggs, case	6 75
Canned Goods—	
Tomatoes, 3s, standard, case	3 10
Tomatoes, 4s, case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95

Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	9 65
Salmon, pink, tails, 48x1s, per case	4 25
Lobster, ½s, per doz.	3 00

Dried Fruits—	
Currants, lb.	0 13½
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07½
Apricots, choice, 25s, per lb.	0 16
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07½
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, July 27.—The new season's pack of lobsters is now being offered at \$2.25 for quarters and \$3 for halves. No. 1 pork and beans have advanced 5c dozen. Starches and syrups have made slight advances. Some cuts of bacon and hams show slight decline. Low-priced brooms are practically off the market, and further advances are looked for. Lemons have gone up in price, and are now selling at \$8.50. Oranges advanced to \$5.25 a case. New potatoes are selling at \$5.75 per barrel. Raspberries are quoted at \$2 to \$3 per crate.

General—	
Beans, small white Japan, lb.	0 08½
Flour, No. 1 patent, 98's	3 40
Molasses, extra fancy, gal.	0 75
Roller oats, ball	3 00
Roller oats, 80s	3 05
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 50
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 25
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 18½
Butter, creamery, lb.	0 30
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 25½
Lard, pure, 3s, per case	10 40
Eggs, new laid	9 00
Eggs, No. 1	8 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 35
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	10 00
Salmon, pink, tails, 48x1s, per case	4 50
Lobster, ½s, per doz.	3 00
Dried Fruits—	
Currants, lb.	0 15
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07½
Apricots, choice, 25s, per lb.	0 17½
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 08
Sultana raisins, Cal., extra fancy	0 15
Manchurian shelled walnuts	0 30
Fresh Fruits and Vegetables—	
Oranges, Val., box	5 25
Lemons, box	8 50
Raspberries, crate	2 40

SASKATCHEWAN MARKETS

By Wire.

Regina, Sask., July 26.—Prunes have advanced ¼c per pound during the week. Apricots are higher at 17¾c. In canned goods, tomatoes advanced 10c, and corn and peas 5c each. Beans are being quoted at a slightly higher figure.

Produce and Provisions—	
Butter, creamery, per lb.	0 29
Butter, dairy, No. 1	0 21½
Cheese, per lb.	0 18½
Eggs, new laid	0 20
Lard, 3's, per case	10 35
Lard, 5's, per case	10 35
Lard, 10's, per case	10 30
Lard, 20's, per case	10 10
General—	
Beans, Ontario white, per bush.	4 65
Coffee, whole roasted, Rio	0 21½
Cream of tartar, lb.	0 60
Cocoa, lb.	0 22
Flour, 98's	3 40
Roller oats, 40s	1 37½
Roller oats, 80s	3 00
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 00
Sugar, standard gran., per cwt.	9 14
Sugar, yellow, per cwt.	8 29

Tapioca and sago, lb.	0 06
A. nuts, shelled, 47-49c; almonds ..	0 45
Canned Goods—	
Apples, gals., case	1 30
Beans	2 25
Corn, standard, per 2 dozen	2 28
Peas, standard, per 2 dozen	2 45
Plums, Lombard	2 10
Peaches	3 10
Raspberries 4.33; Strawberries	4 73
Tomatoes, standard, per case	2 90
Salmon—	
Sockeye, 1's, a dozen case	9 60
Sockeye, 1/2's	12 45
Cohoos, 1's	6 10
Humpbacks, 1's	4 10
Dried Fruits—	
Apricots, per lb.	6 17 1/2
Currants, lb.	0 15 1/2
Citron peel, lb.	0 21 1/2
Lemon peel, lb.	0 20 1/2
Orange peel, lb.	0 20 1/2

NEW BRUNSWICK MARKETS

By Wire.

St. John, July 27.—Changes in the market during the past week are all again upward, with one exception. Dealers report consumption is normal, and that consumers, now being used to higher prices, are no longer protesting, and are buying in usual quantities. American clean pork is up to \$33 and \$34. Cornmeal advances to \$1.90. Ontario flour responded to rise in wheat, and is now selling at \$6.75. White beans are now selling from \$5 to \$6, with a wide range of prices, due to much poor stock being drawn out by high prices. Molasses jumped again to 60c, with practically no stocks on hand. Pork and beans are up to \$3.70 and \$4. New potatoes are now selling as low as \$1 bushel, with old stock firm at \$3 barrel. Eggs are higher at 32c.

Fresh hennery eggs furnish one of the surprises of the market, advancing to 38c retail, a record price for this time of the year in New Brunswick.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	0 17	0 21
Beef, corned, 1'a	2 50	2 60
Pork, American clear, per bbl.	33 00	34 00
Butter, dairy, per lb.	0 25	0 26
Butter, creamery, per lb.	0 30	0 32
Eggs, new laid, per doz.	0 30	0 32
Lard, pure, lb.	0 17	0 18 1/4
Cheese	0 17	0 17 1/2
Flour and Cereals—		
Commeal, gran.	6 35	
Commeal, ordinary	1 90	
Flour, Manitoba, per bbl.	7 35	
Flour, Ontario	6 75	
Flour, buckwheat, western, 98-lb. bag ..	3 50	
Flour, rolled oats, per bbl.	6 25	
Fresh Fruits and Vegetables—		
Apples, box	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	5 00
Potatoes, new, bush.	1 00	
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	5 00	6 00
Molasses, Barbadoes, gal.	0 55	0 60
Cream of tartar, per lb., bulk	0 51	0 53
Currants	7 70	8 14 1/2
Pork and beans, case	5 25	5 50
Rice, per cwt.		

DEMAND FOR CANADIAN FISH

An English house importing oysters, fish and poultry, who have branches all over England, and who have been in business for over one hundred years, have written as follows to the Commissioner of the Saskatoon Board of Trade regarding Canadian salmon and halibut:

"We should like to report that there has been a remarkably good demand for Canadian salmon and halibut this sea-

son, the result being that practically all the stocks have been completely sold out, and the market is bare. There is every prospect of a further increase in the demand, as the public are beginning to take to the fish, and many of the fish-mongers are now selling it as "Canadian salmon or halibut."

"It would be a great advantage, however, and ultimately lead to a great expansion in this trade, if the goods were consigned to England in smaller packages of uniform weights. We suggest that the fish should be graded, and the small fish should be packed in cases of 56 pounds each, and the large fish in cases of 100 pounds each. The uniform weights would save no end of trouble here, and would greatly help on the sale, while the smaller packages would bring in as purchasers many men who at present will not touch as large a package as a 3-cwt. case."

TUNA FISHERIES OF SAN FRANCISCO

According to N. B. Seofield, who has charge of the commercial fisheries department of the California Fish and Game Commission, the waters of San Francisco, as well as Monterey and Santa Cruz, are equally as good as those around Santa Catalina island for tuna fishing. Mr. Seofield bases his statements upon an investigation which he conducted into the tuna fishing industry during the past two months. He says:

"Deep-sea fishermen have demonstrated that we have practically all of the fish that have made the waters around Catalina island known all over the world to sportsmen," said Seofield. "The leaping tuna, the white sea bass, the barraeuda, rock bass, sword-fish and long-finned tuna or albeore can all be caught in the waters off shore between Monterey and San Francisco. Fishermen have to go ten or fifteen miles off shore here to get some of these fish, but I believe this adds more to the sport, if anything."

"In the south the island offers more or less shelter from the open water. Here one has to be a good boatman. The fishing grounds in the south have been widely exploited and every year they attract sportsmen from as far away as South Africa. Some of the same sort of exploitation would attract many sportsmen to the fishing grounds here."

NEWFOUNDLAND NEWS

R. M. Scott, manager of Bishop's Sons & Co., and E. T. Snow, manager of Bowring Bros., St. John's, have had beautifully dressed windows recently, featuring grape juice. These gentlemen follow closely the advice given from time

to time in Canadian Grocer, and both firmly believe that grape juice is going to be a strong line this season in view of the coming prohibition legislation in Newfoundland.

W. J. Murphy, for many years with T. J. Edens, has recently opened a store on Prescott street in the premises formerly occupied by Mitchell's Bakery.

James Stott, probably the longest established grocer in Newfoundland, retires at the end of the year.

W. A. Ellis, of Ellis & Co., is at present on a business trip to Toronto and other Canadian cities. Mr. Ellis visits Canada and the States at least twice a year.

The fruit, confectionery and restaurant business of B. J. McGarry, St. John's, is offered for sale.

W. E. Bearns, grocer, of Duckworth street, has opened a branch store on Rawlin's Cross, in the heart of the residential section. This store is under the management of Gordon Bearns.



Pte. Sidney Messenger.—He has been admitted to the military hospital at Lewisham, London, England, suffering from shock, according to word reaching his parents at 53 Dresden avenue. Pte. Messenger has only been in the trenches a few weeks, having been drafted from the 74th Battalion. In a letter written June 7 he stated that he was preparing to go to the trenches. He is 20 years of age, and employed at the Christie-Brown Company.

* * *

Kenneth Turnbull, Barton Brown, Fred Smith.—Smoking outfits were given Privates Kenneth Turnbull, Barton, Brown and Fred Smith, of the 91st, by their associate employees of the Empire Flour Mills, Toronto, and accompanying the much-appreciated gifts the entire staff wishes the young men good luck and good health and quick return home. Major Corrie, of the 25th Regiment, made the presentation, joined with the employees in their good wishes for the safety of the patriotic young soldiers.

* * *

Lance-Corporal Alexander Wallace, killed in action, had been in the trenches since February. His next-of-kin reside in Scotland. He made his home in Toronto with friends at 4 Labatt avenue. He was employed by the William Davies Company.

EXPERIENCES IN CASH BUSINESS

Editor Canadian Grocer:

Dear Sir,—I was very much interested in "Enquirer's" letter in your issue of July 7, relative to doing a cash business, and would advise him in the strongest terms possible to "go ahead," and stick after he starts. When I commenced business here two years ago the stores were giving unlimited credit and I did the same thing but last year there being a bumper crop I thought it a good time to start cash. So I advertised the fact well and wrote a letter to all my customers that commencing with the 15th of November I would do a strictly cash business.

I met many who thought I was doing wrong and that I would cut my business in half. But I made up my mind that what I did I would do right, and one customer would not be paying for another's had debts. However, we got started and for December we did a very heavy business. Then for January supposed to be quiet, we did just 100 per cent. over the previous January, and all cash, while the previous January was cash and credit. For February we did 50 per cent. more, and there was an increase all along the line. However (and here is where I made the mistake) we started giving limited credit in April, and we will have to do it now until fall, but this fall in November we start cash to stay, and we will stop supposing we only do 50 per cent. what we are doing now. It is simply a matter of education and the sooner you start on a cash basis, the sooner you will cease your worries and solve your difficulties and be at peace with yourself and the world.

Yours very truly,

MANITOBA GENERAL MERCHANT.

of small mills that usually appear in the directories as flour mills, but are really only chopping plants, have been left out of the calculations, and a few western mills that have been shut down so long as to be practically useless have also been eliminated.

Of the total capacity shown, fifteen companies own 64,000 barrels, and several of these are almost too small to be classed as of major importance. The remainder are all single plant concerns of less than 500 barrels daily capacity.

**JAPANESE SUGAR**

When Japan took over Formosa in 1895, reports the American commercial attache at Peking, the island produced 75,000 tons annually of native sugar. This industry has been developed by the Japanese Administration until there are now produced in Formosa 350,000 tons annually. Millions of dollars have been invested by the Japanese in sugar mills in the Island.

Exports of Japanese sugar during the past year were stimulated by war conditions and amounted to considerable. According to the Manchuria Daily News, contracts have now been signed for 31,000 tons for Australia, 8,000 tons for Hong Kong, 15,000 tons for Canada and 25,000 tons for India, China, Manchuria and Korea, making the aggregate 74,000 tons for exportation.

The demand in China amounts to about 80,000 tons, of which it is expected that Japan will supply about 30,000 tons. There are a few modern sugar mills in China, but these are very small.

**A HOT WEATHER READER**

The following reader was recently used in the local paper by T. B. Cramp, a grocer in Orillia, Ont.:

During the hot weather it is particularly desirable to buy your groceries and provisions from a grocery where the facilities for storing and handling are of the best. No other grocery in Orillia has such cold storage, air-light, dust-proof, and insect-excluding conveniences as Cramp's big grocery. Try Cramp's during the hot weather.

Supplies of fresh raspberries are received daily, direct from the growers, also red and black cherries, for table use or preserving, in quart boxes or by the basket. Gooseberries, red and black currants, oranges, bananas and lemons.

As usual, Cramp's is the refuge in the scarce time for potatoes. First-class old potatoes, in small measure or by the bag. Most people will be using old potatoes by preference for some time to come.

Those who need them still can get berry boxes and fruit baskets, in large or less quantities. It is interesting to note that Cramp this week filled an order for berry boxes from Newcastle, New Brunswick. The fact indicates a scarcity.

Pure cane sugar, gem jars all sizes; jam-rings, parowax, etc.

Have you any trouble with your baking this hot weather? Try any one of Cramp's "Big 4" brands of flour and you will get satisfactory results.

SERVICE DEPARTMENT

Editor, Canadian Grocer.

Dear Sirs,—I am interested in a "paper packer" to save all our waste paper.

Can you advise me with whom to take the matter up?

F. C. WILLIAMS.

Ridgeville, Ont.

Editorial Note.—This information has been sent direct.

The Editor Canadian Grocer:

Dear Sir,—Will you kindly give me the address of the makers of vegetable fountains? Thanking you in anticipation.

Yours faithfully,

JOHN J. PHILLIPS.

Maple Creek, Sask., June 15, 1916.

Editorial Note.—The Galesburg Cornice Works and Willis Mfg. Co., both of Galesburg, Ill., U.S.A., are makers of this fountain.

**A HINT TO 'PHONE CUSTOMERS**

E. Guillet, grocer, Cobourg, Ont., publishes the following notice in the town newspapers: "While the war is on and so many of our young men have gone to the fighting line, there is a great deal of difficulty in securing good drivers for delivery wagons. Our customers who have 'phones can help us very much by ordering once a day instead of three or four times daily. We will appreciate it very much if they will kindly act on this suggestion as far as possible."

Edit. Note.—Mr. Guillet is certainly working along the right lines.

**SHIPS THAT HAVE PASSED AWAY**

Following is a partial list of the names that used regularly to call at Montreal, and which have been sunk in the war. In addition to these ships, a number of the Canada Steamship and the Black Diamond Line have been sunk: Royal Edward, Hesperian, Anglo-Columbus, Donna Conna, Dunelm, Easington, Englishman, Iona, Jacona, Kron Prince Olav, Manchester Commeree, Manchester Engineer, Meniasiana, and Morwiana.

Blue Rimmon, Ltd., Winnipeg, have issued a revised edition to their cook book prepared for every day use in western homes. The revised edition is very similar as regards recipes to previous editions, but there is an addition of a section on bachelor cooking; also a few pages on various classes of foods and how to use them to best advantage; table setting; common mistakes in cooking; hints on carving, etc.

CANADA'S MILLING CAPACITY

The North-western Miller has recently completed its annual census of the milling capacity of Canada. The figures are as follows:

Flour Mills		1914	
	No. mills	Bbls. daily	
Nova Scotia	31	800	
New Brunswick	47	1,600	
Prince Edward Island	20	600	
Quebec	36	14,500	
Ontario	247	62,500	
Manitoba	52	16,500	
Saskatchewan	39	7,500	
Alberta	31	7,000	
British Columbia	6	1,000	
Totals	609	112,000	
1912	634	111,000	
Oatmeal Mills			
	No. mills	Bbls. daily	
1914	15	6,675	
1913	14	6,715	

Of the flour milling capacity shown, 62,000 barrels per day lies east of the Great Lakes, and 50,000 barrels west of that natural division.

In arriving at these figures, a number



FRUIT AND VEGETABLES



Number of Fruits Advance in Price

Lemons Go Up \$2 Case—Cantaloupes, Oranges and Limes Also Increase in Price

Montreal

FRUIT.—There has been a striking advance in the price of Lemons. Verdellis and Messina are now quoted at \$7.00 a box, an advance of about \$2.00 over last week. The hot weather has created an especially good demand but in addition there is a report from Palermo that African wind known as the Sirocco has destroyed most of the lemons on the trees and only a few thousand boxes will be shipped from Palermo. There have been other advances due to the hot weather. Cantaloupes are now quoted from \$4.50 to \$5.00. California Oranges, \$5.00 to \$5.25, and Limes, \$1.25 to \$1.50. These are all advances over last week's quotations. Canadian Apples, Red Astrachan and Early Williams are a little more plentiful on the market and selling at \$1.75 per hamper. Though the price is not changed for Grape Fruit they are scarce and difficult to secure at \$7. Blueberries have dropped to 90c. from the opening price last week of \$1.25. They are very good quality and selling well.

Apples, Red Astrachan	1 75
Apples, Early Williams	1 75
Bananas, bunches	2 25
Cantaloupes, per crate	4 50
Cherries, crates	2 50
Cherries, black, eating, 6-qt. basket	1 00
Cherries, red, eating	0 75
Cherries, red, sour	0 50
Grapefruit, 46-54-64-80-96	7 00
Gooseberries, per gal.	0 40
Blueberries, per box	1 25
Lemons—	
California	3 25
Verdellis	5 00
Messina, 300 size, box	4 50
Oranges—	
Valencias, late	4 75
Jamaica, 196-200-216	2 50
Porto Rico, 126-150-250-268	2 50
Plums, 4 basket crate	2 00
Peaches in baskets, 6 to crate	3 50
Peaches	2 00
Pears, Calif., per box	4 00
Pineapples, 18-24 and 30-36	3 00
Raspberries, Canadian, 6-qt. pail	0 75
Limes, per box	1 25
Watermelons,	0 50

AMERICAN NEW POTATOES

DECLINED 50c. BARREL

Montreal

VEGETABLES.—The feature of the vegetable market is a big drop in the price of tomatoes. Jersey tomatoes last week quoted at \$3.50 are now selling at \$1.50 to \$1.75 per crate. This is due to the fact that large shipments have been received during the past week. New

potatoes have declined 50c. per barrel are now quoted at \$3.50. On the other hand New Brunswick's in 80 lb. bags have advanced from \$1.90 to \$2.00. Spanish Onions have dropped 50c. per crate, now selling at \$5.50. There are some quarter cases selling at \$2.00. On account of great supplies carrots have dropped from \$1.00 to 75c. Trade in most lines is not brisk. Tomatoes and potatoes are selling best.

Beets, bag	2 00
Beets, new, per doz. bunches, Montreal	0 50
Cabbage, Montreal, per doz.	1 00
Carrots, bag	0 75
Carrots, new, per doz. bchs.	0 25
Cauliflower, Montreal	1 50
Celery, green top	2 75
Celery, per doz.	6 75
Cucumbers, Montreal, per doz.	0 50
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 40
Curly lettuce, doz.	0 15
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00
Onions—Spanish onions, per crate	5 50
Parsnips, new, per doz. bchs.	1 00
Parsley, Montreal, per doz.	0 40
Peas, Montreal, per 20 lb. bag	1 50

Potatoes—

New, per bbl.	3 50
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 00
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, Montreal, box	0 50
Turnips, new, per doz. bchs.	0 75
Turnips, bag	1 50
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25
Tomatoes, Jersey, per crate	1 50
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

Lemons Jumped \$2 Case During Week

Big Summer Demand and Shortage of Supplies Has Been Cause of Phenomenal Increase—Raspberries More Plentiful

Toronto

FRUIT.—The long stretch of hot weather has caused a big demand for lemons and sent the prices skyrocketing. During the week the prices went hurtling upward from \$5 to \$7 per case. Dealers state that it looks as though an \$8 price were not far in the offing. There is a shortage of supply to meet present needs. Oranges, too, are becoming scarcer and the price on these has advanced 25c per box. Gooseberries and red currants have gone upward in price as a result of the diminishing supply. Raspberries are coming to the market in large quantities and the prevailing price for these at the time of quotation was 13 to 15 cents a quart. This is a decline of approximately two cents a quart. The

first Elberta peaches arrived in the market this week and were being quoted at \$2.75 to \$3 for a crate of six baskets. These are the American peaches. The extreme hot weather has caused the raspberries to be of a comparatively poor quality, the sun having dried them up to a considerable extent. Huckleberries are being quoted at \$1.25 to \$1.50 per 11-quart basket. The quality is improving. Strawberry supplies are very small.

Apples, American harvest, hamper	1 75	2 00
Bananas, bunch	1 50	2 25
Blackcaps, qt.	0 13	0 15
Cantaloupes, Georgia	2 75	3 50
Cantaloupes, Cal.	2 75	6 50
Cherries, Can., 11-qt.	0 75	0 90
Cherries, Can., 6-qt. basket	0 30	0 30
Cherries, Oxhearts	0 75	1 00
Gooseberries, 6-qt. basket	0 40	0 50
Grapefruit—		
Cuban, case	4 50	
Florida, case	5 50	
Grapes, Cal., case	4 00	4 25
Oranges—		
Late Valencias, case	5 00	5 25
Peaches, California, box	1 25	1 75
Peaches, Georgia, hamper	3 25	3 00
Peaches, Elberta, 6-basket crate	2 75	3 00
Pears, boxes	1 75	7 75
Plums, 4 baskets	1 75	7 00
Lemons, Verdelli, case	6 50	7 00
Limes, per 100	1 50	
Raspberries, red, qt.	0 13	0 15
Strawberries, Can.	0 08	0 10
Watermelons	0 60	0 75

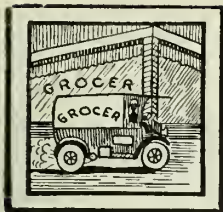
VEGETABLES HAVE SHOWN STEADY PRICE DECLINES

Toronto

VEGETABLES.—There has been a number of price reductions in vegetable lines during the week. Vegetables have been coming to the market very slowly. The hot weather has had the effect of drying up vegetables. American cabbage is now off the market and Bermuda onions have also followed. The American yellow onions are in. Green peas are getting brown and sere looking. Ontario potatoes are not reaching the market in any considerable quantities. East Virginia new potatoes are quoted at \$3.40 to \$3.65 per barrel. Beets have been slow in arriving and the price has gone up to 50c a dozen. Canadian cabbage are coming in larger quantities and the price is slightly easier, being now quoted at \$3 to \$3.25 per case.

Cabbage, Canada, case	3 00	3 50
Beets, doz.	0 50	
Beans, green	0 60	1 00
Beans, wax	0 60	0 75
Carrots, new, doz.	0 20	0 30
Cauliflower, case	4 00	0 50
Celery, Canadian, dozen	1 75	2 00
Cucumbers, hamper	0 75	1 00
Cucumbers, basket	0 75	1 00
Onions—		
Yellow, American, 50-lb. hamper	2 25	
Spanish, crate 40 lbs.	1 75	2 25
Green, doz. bunches	0 20	0 25
Lettuce, leaf, doz.	0 15	0 25
Lettuce, head, dozen and half	0 75	1 00
Parsley, 11 qt. basket	0 40	
Peas, green, Canadian, basket	0 25	0 50
Peppers, green, basket	0 25	0 75
Potatoes—		
Ontario, bag	1 90	
New, barrel	3 40	3 65
Tomatoes, Georgia, 3-basket crate	2 25	3 00
Tomatoes, Canadian, 11-qt. basket	1 50	2 00

(Continued on page 43.)



FISH AND OYSTERS



Pickled Salmon and Trout Season Here

**Demand for Salmon Continues Good—
Lobsters are Finding
Ready Market**

Montreal

FISH. — The trade during the past week has kept up fairly well in spite of the hot weather. There is a good demand for salmon, halibut, haddock and all kinds of lake fish. There is no improvement in the demand for salt and pickled fish. Reports are current that the cod fishing is very good. Though few contracts have been made, prices ruling are reasonable. The pickled salmon and trout season is now on, and it is expected some sales will be effected in a few days. So far it has been impossible to have an idea of the prices. The trade in bulk and shell oysters is very quiet. Lobsters alive and boiled are in good demand and supplies are not over plentiful. River fish such as eel, carp, sturgeon are in good demand and selling at normal prices.

SMOKED FISH	
Haddies, per lb., new cured	.29
Haddies, fillets, per lb.	.12
Digby herring, box	
Smoked boneless herring, 10-lb. box	1.30
PRAWNS, SHRIMPS, LOBSTERS	
Lobsters, medium and large, per lb.	0.25
Prawns, Imperial gal.	2.25
Shrimps, Imperial gal.	2.25

FRESH SEA FISH	
Halibut	13 —14
Haddock, fancy, express, lb.	5 —6
Mackerel, medium, each	.. 16
Mackerel, per lb.	..
Steak, cod, fancy, express, lb.	6
Flounders	6
Flounders, New York	9
Salmon, Western	15 —16
Salmon, Gaspe	13 —14

FRESH LAKE FISH	
Carp, lb.	0.08
Pike, lb.	0.08
Perch	0.10
Whitefish, lb.	0.13
Lake Erie whitefish	0.03 1/2
Herrings, each	0.05
Herrings, lb.	0.13
Lake trout	0.08
Eels, lb.	0.14
Dore	0.14

had an advance of 5c per pound during the week and are now selling at 45c. The market for lobster has kept up unusually well this season. There has been a steady demand up to the present, which is noted by fish dealers as being unusual. Lobsters are largely consumed by the hotel trade and it is asserted that visitors to this city have been numerous and for this reason the consumption of lobsters has been steady. The end of the season is approaching for lobsters, however, and this may have something to do with the increased price. Western salmon has increased in price from two to four cents per pound and Gaspe has also taken an upward start of two cents per pound. This latter fish is now practically off the market.

SMOKED FISH.	
Haddies, per lb., new cured	0.09
Haddies, fillets, per lb.	0.10
Digby herring, box	0.16
Smoked boneless herring, 10-lb. box	1.25
PRAWNS, SHRIMPS, LOBSTERS.	
Lobsters, medium and large, per lb.	6.45
Prawns, Imperial gal.	2.50
Shrimps, Imperial gal.	2.50
FRESH SEA FISH.	
Halibut	0.13
Haddock, fancy, express, lb.	9.00
Mackerel, medium, each	..
Mackerel, per lb.	0.08
Steak, cod, fancy, express, lb.	0.09
Flounders	0.07
Flounders, New York	0.07
Salmon, Western	0.16
Salmon, Gaspe	0.18

FRESH LAKE FISH.	
Carp, lb.	..
Pike, lb.	0.08
Perch	..
Whitefish, lb.	9-10
Lake Erie whitefish	0.10
Herrings, each	0.07
Herrings, lb.	9-10
Lake trout	0.10

Salmon Easier in Price at Winnipeg

Winnipeg

FISH AND POULTRY.—Salmon is a little easier at 15c per lb. All other lines of fish and poultry unchanged. Good fat chickens are worth 23c. What broilers are on the market are worth about 35c.

Fish—	
Fresh salmon	0.16
Fresh halibut	0.11
Steak, cod, per lb.	0.08
Lake Winnipeg whitefish	0.09 1/2
Fresh finnan haddie	0.11
Kippers, per box	2.00
Fresh lake trout, per lb.	0.12
Bloaters, per box	2.00
Salt mackerel, 20-lb. kit	3.00
Pickered, lb.	0.10
Smoked gold-eyes, doz.	0.50
Poultry, Live—	
Fowl	0.22
Broilers	0.35

REVIVING FISH

The feat of freezing live fish and reviving them several weeks or months later has been achieved by the Swiss scientist, M. Pietet.

The scientist put twenty-eight live fish in a box that contained water rich in oxygen, in which several pieces of ice floated. The temperature of the water was then reduced slowly until it froze.

At the end of about two months the cake was gradually thawed, and the fish, it is said, were found alive. In such an experiment, the scientist reports, it is essential that the water be gradually frozen, and that it shall have contained pieces of ice for from fifteen to eighteen hours before the whole mass is frozen. The process of thawing must also be slow. Through this process it is believed that Siberian sturgeon and Alaskan salmon can be exported alive to distant markets.

(Continued from page 42.)

Vegetables Flood Western Markets

Quality of Crops Excellent—New Potatoes Expected in Winnipeg Next Week—Strawberries Off Market

Winnipeg

FRUITS AND VEGETABLES.—Apples and strawberries are off the market. Oranges are scarce and of indifferent quality. Stone fruits are more plentiful, but still high in price. Cherries are still fairly plentiful. Native vegetables are flooding the market, and are of excellent quality, and new crop potatoes will put in an appearance next week. Retailers should this year be able to secure winter stocks of native staple lines at very reasonable rates. There will be much less imported stuff than was the case in the past two years.

Fresh Fruits—	
Bananas, lb.	0.04 1/2
Cherries, 24 pt. box	4.50
Cantaloupes, crate	7.00
Grapefruit, case	6.00
Strawberries, B.C., case 24 pts.	3.50
Valencia oranges, case	5.50
California lemons	6.50
Plums, crate	1.75
Peaches, crate	2.75
Raspberries, crate	1.75
Apricots, crate	2.25
Watermelons	3.50
	7.00

Vegetables—	
Cabbage, new, crate	3.50
Peppers, per basket	0.75
Mushrooms	0.90
Carrots, per lb.	0.03 1/2
New potatoes, lb.	0.04
B.C. potatoes	0.90
Alberta potatoes	0.90
Garlic, per lb.	0.25
California head lettuce, case	4.00
California onions, sacks	5.00
Mississippi tomatoes, crate 4 baskets.	1.50
Green peas, lb.	0.20

Lobster Demand Has Been Unusual

**Trade Has Been Maintained Longer
This Year Than in Previous Years
—Good Supply of Whitefish**

Toronto

FISH.—Salmon trout and whitefish are the fish products that have been in the market in large quantities during the past week. Hot weather, however, continued to interfere with the consumption to a certain extent. Lobsters have



FLOUR AND CEREALS



Think Reports of Rust Unfounded

Disposition to Credit Reports of Black Rust Damages in a Measure for Speculative Purposes

Montreal
FLOUR. During the past week there have been marked advances in the wheat market following reports of the spread of black rust throughout some of the Western States and also in Manitoba. During the week the advance has amounted to about .03c. There appears to be some feeling that report may not be well founded and circulated for speculative purposes. If the report, however is substantiated, it is quite likely there will be further advances. The flour market in sympathy has been strengthened, but no changes have taken place. The demand is not particularly good for future deliveries, but the buying is good for deliveries within sixty days. The export demand is good.

Manitoba Wheat Flour—	Per bbl. of 2 hags
First patents	6 60
Second patents	6 10
Strong bakers	5 90
Winter Wheat Flour—	Car Small
Pancv patents	lots 5 85 6 10
90 per cent. in wood	5 40 5 65
90 per cent. in bags	2 40 2 50

BUSINESS BEING DONE IN CEREALS NOT LARGE

Montreal
CEREALS.—There is little change to report in the cereal market. Rolled oats remain firm. The demand is about normal for this time of the year, but as usual business being done is not large.

Cornmeal—	Per 98-lb. sack
Gold dust	2 60
Rolled oats—	90's in jute.
Small lots	2 75
25 hags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated,	10 per cent. over rolled oats in 90's, in jute.
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 35
Rye flour, bag	2 65
Barley, pot	3 00
Barley, pearl, lb.	0 04½

DEMAND FOR MILL FEEDS IS GOOD IN ALL LINES

Montreal
FEEDS.—In spite of the fact that there has been exceptionally good pasture this year the demand for all lines of feeds is very good. There is no change in present quotations, but there has been a firming up in the market, and there is less tendency on the part of some millers to sell at lower prices than those quoted.

Mill Feeds—	Per ton
Bran	21 00
Shorts	24 00
Middlings	25 00
Wheat moulee	30 00
Feed flour, bag	31 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush	0 57
Feed wheat, bag	1 90

Export of Flour At a Standstill

High Freight Rates and Increased Price of Wheat Have Stopped Export Shipments

Toronto
FLOUR.—There has been a big rise in the price of wheat during the past week owing to the continued reports of damage from rust in the Western United States. The increase during the week has been in the neighborhood of seven cents per bushel for No. 1 Northern. The first part of the week the prices quoted were \$1.29½ per bushel for No. 1 at track bay. Flour prices, however, have remained unchanged. In the face of the damaging reports from the United States the reports from Western Canada continue good. It is expected harvesting will be general in the West by August 15. In Ontario the warm dry weather has forced the ripening of the grain and it is expected that harvesting will be general throughout Ontario next week. In the Lake Erie district some fields were harvested last night. The export of flour has been shut off entirely on account of the high freight rates and the increased cost of wheat.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent.	5 00	4 30

WHEAT FOODS HIGHER BECAUSE WHEAT ADVANCED

Toronto
CEREALS.—Owing to the rapid increase in the price of wheat all wheat foods have advanced in sympathy during the past week. Wheatlets, formerly selling at \$3.50 per 98-lb. bag, are now selling at \$3.75. There has also been an advance in the price of split peas of 25c per 98-lb. bag. Corn flour has also made an advance of 50c per 98-sack, the present price being \$3 to \$3.25.

Barley, pearl, 98 lbs.	4 20	4 40
Barley, malt, 98 lbs.	4 00	4 20
Corn flour, 98 lbs.	3 00	3 25
Cornmeal, yellow, 98 lbs.	2 60	2 80
Graham flour, 98 lbs.	2 75	2 90
Hominy, granulated, 98 lbs.	3 00	3 20

Hominy, pearl, 98 lbs.	3 00
Oatmeal, standard, 98 lbs.	3 25
Oatmeal, granulated, 98 lbs.	3 25
Peas, Canadian, boiling, bush	3 00
Peas, split, 98 lbs.	5 25
Rolled oats, 90-lb. bags	2 95
Rolled wheat, 100-lb. bbls.	3 25
Rye flour, 98 lbs.	2 80
Whole wheat flour, 98 lbs.	3 00
Wheatlets, 98 lbs.	3 75

MILL FEEDS HAVE A STILL FIRMER TENDENCY

Toronto
FEEDS.—Hot weather conditions have increased the demand for mill feeds by the drying up of pastures. If the warm weather continues mill men look for a still higher price in these commodities. There is a shortage in the rough grains such as barley, oats and peas and this will tend still further to send the price of feeds upward. Middlings during the past week have been quoted as high as \$27 per ton by some dealers.

Mill Feeds—	Mixed cars per ton
Bran	21 00
Shorts	24 00
Special, middlings	25 00
Feed flour, per bag	1 55 1 70
Oats—	
No. 3, Ontario, outside points	0 49 0 50

Bearish Tendency In Flour Is Looked For

Thought Prospects of Enormous Crop of Wheat May Have Some Effect on Flour Prices

Winnipeg
FLOUR AND CEREALS.—Flour prices are steady and not high, as compared with the price of wheat. Wheat has been strong on reports of rust in Dakota, but it is probable that the prospects of an enormous crop in the Canadian West will have a bearish influence in the near future.

Mill feeds are up in price and in good demand. Bran is at \$20 per ton; shorts \$21, crushed oats and barley \$28.

Flour—	
Best patents	6 60
Bakers	6 10
Clears	5 40
XXXX.	4 40
Cereals—	
Rolled oats, 80 lbs.	2 25 2 30
Rolled oats, pkgs., family size	3 75
Wheat flakes, case	3 75
Oatmeal, standard and gran., 98 lbs.	2 75
Cornmeal, 98 lbs.	2 45
Feeds—	
Bran, ton	20 00
Shorts, ton	21 00
Middlings, ton	20 00
Mixed chop, ton	28 00 30 00

Thompson's Malted Food Company of Canada, has been incorporated with a capital stock of \$100,000. The chief place of business of the concern is to be at Windsor, Ont.

Do you stock these two trade winners?



Dealers everywhere are enthusiastic regarding the profitable popularity of

RAINBOW FLOUR and GOLD SEAL FLOUR

—the housewife's favorites.

RAINBOW FLOUR is the ideal for bread-making. The results produced from a first trial will make the housewife a steady customer. Rainbow Flour is always of a uniform high-grade quality, and its uniformity of moisture, fermentation and baking always produces perfect bread.

Gold Seal Flour—the perfect pastry flour—is made of the best Ontario Wheat. Whenever used, the pies, buns, cakes and pastry it produces create lasting customers for the Gold Seal dealer.

We carry an extensive line of bulk and package cereals, every one of which is as perfect as science and skill can make them.

Investigate our values.

**Canadian Cereal & Flour
Mills Co., Ltd.**

TORONTO - - CANADA



Cost \$5000 to Equip This Store

Oxford Provision Co., Montreal, Make Appearance Their Chief Advertising Feature — A Grocery Store With Special Department for Meats, Butter, Eggs, Etc.—A Display Refrigerator, Computing Scales and Glass Front Bin Fixtures Among Equipment.

Eased on an interview with R. Boileau, manager of the Oxford Provision Co., Montreal.



The attractive interior of the Oxford Provision Co.'s store, Montreal. Fixtures and equipment include computing scale, meat slicer and chopper, glass front counters, patented bin fixtures, display refrigerator counter, rest chairs, etc. The refrigerator counter for provisions is a particularly useful equipment for the hot weather.

THE Oxford Provision Co.'s store in Montreal lies in the midst of a small group of other grocer stores when it was recently opened the problem of possible overcrowding was very much in evidence. It was plainly evident that the store must be made to have a character entirely of its own if it was to survive the competition of three other groceries in the same block, to say nothing of the much larger number in the general neighborhood.

Food Equipment the Most Necessary

Various methods presented themselves—so many it would be idle to mention them all. By a process of elimination that was based on the facts in hand it was decided that the obvious, hence the ideal plan to follow to ensure success was to give the store an original and distinctive individuality by equipping it in the most modern manner.

\$5000 Invested.

The results justify that reasoning and the expenditure of \$5,000 for the equipment of a comparatively small suburban

store. The interior has the general appearance of a jewelry store. Cleanliness and smartness are the outstanding features of that appearance. They are so predominant that the fact may be appreciated even from a distance up the street at once putting the store in a class by itself in the mind of the chance passer by.

Detail of Equipment.

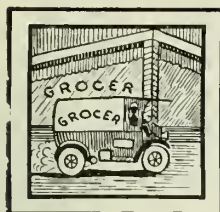
The equipment outlay was apportioned as follows: Bins and show cases amounted to \$2,800; scales and meat cutters \$1,000; refrigerator \$460 and chairs, desk, lighting fixtures and incidentals \$800. The store is laid out so as to give a roomy effect. Near the entrance a large open faced refrigerator show case is used for displays of perishable goods that show up well and that stand in need of pushing. A vegetable table has the center front of the floor; the rear is taken up by the little desk—office which is thus centrally located and is a distinct ornament to the store. Except for the chairs nothing else is on

the floor. The two sides are lined with bins and show cases in the usual manner except that those fixtures are possibly more attractive than the general run of such equipment.

At the end a large silent salesman refrigerator extends across the room. The face is glass-covered and shows the goods displayed inside. Behind them and in the center of the refrigerator is the ice. In front of the refrigerator is another short counter. There are four computing scales so placed as to reduce walking and waiting to a minimum. The whole lay out is such that the immaculate cleanliness of the store is brought out in great detail by the spick and span fixtures. The place shines.

An Auto Delivery System

An auto delivery system is used to great advantage. The same idea of utilizing a necessary fixture of the business by making it as attractive as possible is carried out here. The auto is screened in, very attractive in design (Continued on page 48.)



PRODUCE AND PROVISIONS



Butter Prices Are Thought to be High

Demand for Smoked and Cooked Meats Continues Good—Butter Market Has Strengthened

Montreal

PROVISIONS.—This week shows no special changes in this market. Demand is good for smoked and cooked meats, particularly in hams. The lard market is steady and unchanged.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.	0 22	
Backs—		
Plain, bone in	0 24	
Boneless	0 23	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 13	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
Cooked Meats—		
Hams, boiled, per lb.	0 34	
Hams, roast, per lb.	0 35	
Shoulders, boiled	0 26	0 27
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—	Per bbl.	
Heavy short cut mess	30 00	
Heavy short cut clear	32 00	
Clear fat backs	33 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs., gross	0 17	
Cases, 10 lbs. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	8 10½	
Lard, Compound—		
Tierces, 375 lbs. net	0 14½	
Tubs, 50 lbs. net	0 15	
Tins, 50 lbs. net	0 15	
Pails, wood, 20 lbs. net	0 15½	
Pails, tin, 20 lbs. net	0 15½	
Cases, 10-lb. tins, 60 in case	0 16½	
Cases, 3 and 5-lb. tins, 60 in case	0 16	
Bricks, 1 lb. each	0 17	
Hog—		
Dressed, abattoir killed, cwt.	16 25	

BUTTER RECEIPTS FOR WEEK LARGER QUANTITY

Montreal

BUTTER.—The receipts during the past week were 20,726 boxes which shows an increase over the previous week. The market strengthened during the week. The only reason which is ascribed to it is that it is in sympathy with the advance in cheese. There is no export demand at present and those speculating for storage admit that present prices are high. At Cowansville on Saturday sales were made at 29½c. and at St. Hyacinthe 29c. There is no change in local quotations.

Butter—	
Finest creamery, fresh made	0 31
Dairy prints	0 26
Dairy, solids	0 25
Separator prints	0 26
Bakers	0 23

HOT WEATHER EGGS

POOR IN QUALITY

Montreal

EGGS.—Receipts during the past week were 20,505 cases which is higher than the previous week. These figures however, include figures for export. Generally speaking egg market is quiet and the tendency is toward getting the country price down as the hot weather eggs are proving to be a poor quality. The country buying price is 25 to 26c. loss off. There continues to be some exporting done but principally through shipment of American eggs.

Eggs, case lots—		
No. 1's	0 29	0 29
Extras	0 32	

FARMERS TOO BUSY TO BOTHER SELLING POULTRY

Montreal

POULTRY.—Deliveries of live poultry have not been as large this week. The reason given is that farmers are busy with haying and other crops. The consequence is that the market has steadied and there is a possibility of there being an advance. The quality is showing an improvement, but there is still room for much improvement in the quality of ducklings which has been very poor. Quotations remain unchanged.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks	0 20	0 20
Geese	0 17	0 30
Roasting chicken, milked, 5 lbs. or over	0 22	
Roasting chickens, ordinary	0 50	
Squabs, Canadian, pair	0 70	
Squabs, Philadelphia, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 25	
Fowls, small, per lb.	0 23	
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Pigeons, pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and vore	0 22	6 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks, young	0 28	0 30
Ducks, old, per lb.	0 20	
Geese	0 13	0 15
Chicken	0 15	0 18

REACTION IN CHEESE MARKET LOOKED FOR

Montreal

CHEESE.—An advance in prices has been the feature this week. The advance is one which is very difficult to explain, and exporters admit that cheese cannot be sold at a profit over the extreme prices paid at some of the Boards last week. The highest price paid was 17c. at Kingston. The receipts for the week were 74,010 boxes, which is less than the previous week. Possibly the falling off in shipment is partly due to difficulty in getting boxes and the

hot weather may have affected production. It appears to be expected that there will be a re-action on the cheese market this week. Local prices remain unchanged.

Cheese—		
1916 make	0 16	0 17
Stilton	0 22	0 22
1915 make	0 20	

OFFERINGS OF OLD HONEY FAIRLY LARGE

Montreal

HONEY.—The offerings have been fairly large though very little new honey has been purchased to date. The general opinion is that there will be a heavy crop this year. So far no market price has been established.

Honey—		
Buckwheat, tins	0 09½	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12½	
Strained clover, in 5-lb. tins	0 12½	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

Cooked Meats Are Still in Control

Prices Remain Firm as Result of Big Hot Weather Demand—Smoked Meats Not as Active

Toronto

PROVISIONS.—Cooked meats of all kinds still hold the king-pin situation in the meat market. With continued hot weather the consumption of boiled and cooked hams has been very large. Smoked meats, however, have shown a tendency to be easier—the demand not being quite as large during the past week. All fresh meats are slow movers as the result of the conditions which affect the big consumption of cooked meats. The lard market has also been slow, very little changing hands. Prices for provisions remain unchanged.

Hams—		
Light, per lb.	0 24½	0 25
Medium, per lb.	0 23½	0 24
Large, per lb.	0 22½	0 23
Backs—		
Bacon—		
Plain	0 26	0 29
Boneless, per lb.	0 23	0 30
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 35	0 36
Hams, roast, per lb.	0 35	0 36
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.,	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.,	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Liv	11 50	11 75
Dressed, abattoir killed.	16 50	17 00

CREAMERIES FIND IT DIFFICULT TO KEEP CREAM

Toronto

BUTTER.—Creameries have experienced a difficulty during the past week with over-ripe cream. This is, of course, due to the long-continued hot weather. Prices have held firm during the week with prices a shade higher at country points. On the whole the quality of the butter has not been as good as in recent days. Trading in this commodity has not been as brisk in recent days. Good dairy butter has been hard to secure. There has been a fair demand for this article.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 29	0 30
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

GOVERNMENT ORDERS CAUSE CHEESE TO FLUCTUATE

Toronto

CHEESE.—The prices for cheese at the present time are governed largely by Government purchasers for use of the troops. During the past week there was an erratic market owing to this cause. Considerable quantities were picked up by Government buyers and the price quoted was as high as 19c during the week. Now that the orders have apparently been placed for the present at least the market has shown an easier tendency and is being quoted now at 17 to 17½ cents. New twins are being quoted at 17¼ cents to 17¾ cents.

Cheese—		
New, large, per lb.	0 17	0 17½
New, twins, per lb.	0 17½	0 17½
Sept., large, per lb.	0 22	0 22
Sept., twins, per lb.	0 22½	0 22½
Sept., triplets, per lb.	0 22½	0 22½

HARD TO GET STRICTLY NEW LAID EGGS JUST NOW

Toronto

EGGS.—Dealers have found it extremely difficult to get strictly new laid eggs during the past week. They report goodly quantities of so-called fresh eggs, but say these are for the most part little better than seconds. Some dealers are willing to pay as high as 30c a dozen for the kind that carry a guarantee and 25c for the ordinary grades. People during the hot weather have shown a disposition to be very critical of their egg buying and the demand has not been as large. Slow deliveries in freight at distribution points in the East has operated to send the quality of eggs into the doubtful column.

Eggs—		
New laid, cartons	0 31	0 33
New laid, ex-cartons	0 29	0 30
No. 2's	0 24	0 25

DUCKLINGS ARE MORE PLENTIFUL IN MARKET

Toronto

POULTRY.—Quack-quacks are coming to market in larger numbers at the present time. With the advancing season they have grown to a size that makes it profitable to market them. These ducklings are being taken eagerly by buyers and are selling at 15 to 16 cents. There has been a good demand for broilers during the week. Quite a considerable number of the birds reaching the market are small, thin ones under a pound and a half each, and there is no special demand for these. They are not considered good value and prices for them have been poor. The demand for old fowl continues good and prices for these have remained unchanged. Broilers, however, have taken a drop of 5c a pound.

Poultry—		
Spring broilers (1½ lbs. and over)	0 20—0 25	0 25—0 35
Old fowl, lb.	0 16—0 18	0 20—0 22
Milk-fed	0 17—0 20	0 25—0 36
Ducklings	0 15—0 16	

HONEY CROP REPORTED FINEST FOR SOME YEARS

Toronto

HONEY.—The new crop of honey which is just now being taken from the hives is reported to be a large flow with the quality the finest for some years past. The big clover crop has been the determining factor to give a bountiful supply. The new flow is expected to be in the hands of the dealers by August.

Honey—		
Buckwheat, bbls., per lb.	0 07½	0 07½
Buckwheat, tins, per lb.	0 07½	0 08½
Clover, 50 lb. tins, per lb.	0 12½	0 13½
Clover, 10 lb. tins, per lb.	0 14	0 14½
Clover, 5 lb. tins, per lb.	0 14	14½
Comb, No. 1, doz.	2 75	3 00
Comb, No. 2, doz.	2 25	2 50

Tendency of Hog Prices to Advance

**Brisk Demand for All Cooked Meats—
Egg Receipts are on Decrease
—Butter Lower**

Winnipeg

PRODUCE AND PROVISIONS.

The hog market is very firm and at the close of last week they were quoted at \$10.75 to \$10.90 per cwt., while receipts are light. Hog products are consequently inclined to advance. Hot weather has caused a brisk demand for cooked meats and sausage. There is some falling off in the cream supply, and egg receipts are on the decrease. Creamery butter is 1c lower. Cheese is very firm.

Hams—		
Light, per lb.	0 22	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 31	
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	0 35	
Barrelled Pork—		
Mess pork, bbl.	27 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	

Cases, 10s		
Cases, 5s	10 06	
Cases, 3s	10 13	
Cartons	10 20	
Lard, Compound—		
Tierces	0 13½	
Tubs, 50, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery, No. 1	0 28	0 29
Creamery, No. 2	0 28	
Best dairy	0 22	
No. 2 dairy	0 20	0 21
Cooking	0 16	0 18
Eggs—		
Fresh	0 22½	
Cheese—		
Ontario, large	0 19½	
Ontario, twins	0 20½	

COST \$5,000 TO EQUIP THIS STORE (Continued from page 46.)

and coloring and with, of course, the firm's name or other facts of interest painted on it in gold letters. The system enables us to serve a wide territory very effectively and cheaply.

Cleanliness of Equipment

The appearance of this equipment must be largely credited for the very gratifying results that have occurred since the opening. The cleanliness is particularly emphasized. Only a cash business is done and two of us have taken in \$100 a day since we opened up and the trade so far exceeds our capacity that we are increasing our clerical force already.

The object here is to have a well balanced grocery store, keeping all articles that are co-related but not forcing one department at the expense of the other. Although the name of the Oxford Provision Co. implies special attention to the provision department the name was really chosen because of its general character as applied to provisioning of all kinds. Aside from the generally useful character of a good equipment for all classes of goods the more pretentious fixtures are found to be invaluable for the presentation of the freshness of the perishable goods. We feature a particular brand of butter from the creamery and as in the case of eggs, especial pains are taken to get it while it is fresh and keep it so. Cooked and dressed meats are specialized in. A bakery and confectionery is also operated and at a later date cut flowers will be added. This last department will be used more as an advertising adjunct than anything else. It so happens that the neighborhood is well supplied in every other way but this and it seems possible that the handsome equipment may be utilized to very good advantage to keep and show off flowers and at the same time advertise the store. Groceries, nevertheless, constitute the bulk of the business and in no department does the equipment benefit more than in this one.

Great attention is paid to attractive lettering of signs which are changed every couple of days. Prices are marked up in every case and are based on market changes which are closely followed up or down as the case may be.



THROUGH OTHER SPECTACLES



FLOUR TO TRINIDAD

(St. John Telegraph)

That the importation of Canadian flour into Trinidad continues most satisfactory is the report made by the Canadian commercial agent at the Port of Spain.

He points out, however, that the United States has not by any means relinquished her competition in an article of which they held a practical monopoly of for over a century, notwithstanding the preferential duty against them of one shilling per barrel.

The complications in the freight service in the Dominion during the first two months of the present year caused some encouragement for the U.S. competition and the opportunity was taken full advantage of, although the result of the tie-up in Canadian freight traffic was a situation in the island approaching almost a complete flour famine. Since that time the receipts of flour at Trinidad have been above normal, with the consequent result that the situation has eased off and the supply on the market is well calculated to handle the demand.

A MAPLE SUGAR CASE

(Sherbrooke Record.)

Mr. Justice Glohensky rendered judgment in the Superior Court in a case of considerable interest to maple sugar manufacturers and dealers. This was an action in which Louis Lafrance sued H. Richer for \$300 damages under the following circumstances: Some two years ago plaintiff was convicted before the district magistrate and sentenced to pay a fine and costs for selling a compound as pure maple sugar. Plaintiff had purchased the article in question from defendant and alleged that in consequence of the publicity given to the matter his reputation as a leading merchant in the village of Danville had suffered. Plaintiff further contended that under the act the seller of maple sugar which is not the pure article, is obliged to acquaint the purchaser of the fact, and the label must specify that it is a compound. In the present case it was claimed by the defendant that he notified the plaintiff that the sugar he sold him was a mixture, but this was denied by plaintiff, and defendant failed to establish his contention. The court awarded plaintiff defendant to pay to plaintiff the sum of \$35.40, the amount of fine and costs imposed by the \$50 as exemplary damages, and also ordered district magistrate.

PASS THE SALT

(From the Guelph Mercury)

Some humorist left two sheafs of barley at the Mercury office this morning, labelled respectively, "barley grown by daylight savings," and "barley grown by standard time." The barley grown by the good old-fashioned standard time was fat and flourishing. It was four feet tall, with stalks like young maple trees, and heads like county councillors'. The barley grown by daylight savings was just about a foot high, weak and puny, and with nary the sign of a head at all. The standard time barley looked like the seven ears of corn that Pharaoh dreamed about in the Old Testament, which ate up the other seven ears. Only the standard time barley looked as if it had eaten up a couple of fences, a grindstone, a farm house, and a horse and democrat as well. The daylight saving barley looked like

a button-hole houquet, while the standard time barley looked like the proverbial mustard tree in which the fowls of the air gather and lay their eggs. The standard time barley showed what tremendous benefits can be derived from lying in bed an hour longer in the morning, while the daylight savings barley was a terrifying exhibition of the frightful effects of getting up an hour too soon. It was an exhibition which should make everyone who saw it eternally grateful to the city fathers for their heroic decision yesterday to turn back the hand of the clock one hour and save the lives of suffering citizens. In fact, it almost made one wish that they would turn the hand back two or three hours while they are at it.

CANNED SPINACH

(From the Chicago Examiner)

Canned spinach has increased in popularity in the last six years, largely on account of the lively competition among the packers striving to excel each other in the quality of their output, rather than in the lowness of their prices.

It is of rather recent origin as an article of canned food in this country, but has been packed in France for many years. The plant grows very low to the ground and is therefore apt to be loaded with sand and grit. The washing of the leaves is not only highly essential, but must be carried on in a most systematic and careful manner, for the presence of sand in the canned spinach is easily detected.

The spinach is fed in thin layers in a revolving cylinder or blancher, in which there is a perforated pipe delivering sharp sprays of water. This process requires from three to five minutes, after which the spinach is filled into cans by weight. The cans are thoroughly examined, and then processed for from thirty-five to forty minutes at 235 degrees.

Canned spinach of the better grade will be found to be very economical and less bothersome to prepare than the fresh plant. All the flavor, color and taste are preserved, and for the preparation of the various recipes it will be found to be equally useful as the fresh grown vegetable.

A good test for canned spinach is to empty the full content into a white enamel pan and then feel the bottom of the pan with the tips of one's fingers. Any grit or sand will be easily detected in that way.

BINDER TWINE SITUATION AND OUTLOOK

(From Cordage Trade Journal)

June was only a moderately active month in the Binder Twine market. In most sections, the crops were so backward and so unpromising that there was not a keen demand for binder twine. It is extremely fortunate that crops have not been any more heavy than they are, as the sisal fibre market developments during the last three weeks have been such as to almost create a panic among twine manufacturers despite the current moderate demand for binder twine. Mexican complications brought fears of a complete stoppage of the supply of sisal fibre from Yucatan. This has not occurred—nor is it probable that anything more than a temporary cessation will take place in any event—but the shortage in the

supply of sisal, compared with the demand of the current season, is now being made apparent by the depletion of stocks of sisal in Merida and Progreso, Yucatan. This led, first, to a complete withdrawal from selling by the Comision Reguladora del Mercado de Henequen, and, then, to the resumption of selling for August shipment at an advance of 25% cents over the prices that prevailed the middle of June. Early this year it was estimated that the actual production of sisal would show a reduction of 200,000 bales from the production of 1915. Heavy shipments as a result of the record production of 1914 and 1915 had a considerable effect in lulling consumers in the United States into a state of false security and causing a belief to grow that the prediction of a reduction of 200,000 bales was an invention to justify high prices for sisal. How much the consumption of sisal fibre has been stimulated by the abnormally low relative price of Mexican sisal during the last six months is a point undetermined but there is no question that there has been a very heavy consumption of sisal outside of ordinary binder twine this year.

At this time last year, members of the binder twine trade were estimating that the consumption in the several sections of the country in which they did business would be from ten to fifty per cent. greater than in 1914. Now, these same members of the trade are mostly estimating a reduction in the consumption from last year's total. Members of the trade are rather more conservative in estimating reductions than in estimating increases; that is, they will say that a prospective increase is 40 per cent. or 50 per cent., but when a decrease is promised they hesitate to use figures, and content themselves with saying that there will be "some decrease" or that the consumption will be "smaller."

QUALITY VERSUS PRICE

(From the Optimist.)

Trade marks and advertising have conspired together to exalt quality as the primary basis of competition. Prior to the latter-day development of advertising and trade marks, competition between producers was based almost entirely upon the price of goods to the middleman. The consumer had nothing to say about it.

In times past the wealthy malefactor could crowd out lesser manufacturers by reducing prices until he forced them to sell out to him or go into bankruptcy. Thus were formed monopolies that could and did cheapen quality and raise prices.

There never can be a monopoly in advertising, therefore, one manufacturer stands as good a chance as another to win favor for his trade mark, by hacking up his publicity with quality. The trade mark makes the consumer the deciding factor in all purchases, because it enables him to identify the goods.

It must be borne in mind that the trade mark has a dual function; it not only identifies goods so that they may be easily purchased again if they are found to be satisfactory, but it also renders them easy to avoid in case they prove unsatisfactory.

Manufacturers of trade-marked goods of similar character are thus induced to compete in quality and service, as that is the only way they can win—by making their trade mark stand for satisfaction. Under this modern system the question is not whether an article is cheap, but whether it is good value.

Wholesale Grocers Sell Tilley's Shoe Dressings



They Are
Well Known
and
Good Sellers

They Yield
Good Profits

Write for Prices
to Wholesalers

WE MANUFACTURE:

Regent Shoe Paste, Suede Dressings,
Patent Leather Cream, Combination
Dressings, Colored Glaze Kid Cream,
White Shoe Dressing, all kinds.

Tilley Shoe Dressings are made for every kind of shoe and
their quality is unbeatable.

Chas. Tilley and Son

Manufacturers

90 Richmond St.

TORONTO

Who is Your Customer?

THE finding, holding and multiplying
of customers is your great business
—probably your great problem. There's
no royal road—no priceless route—to
them. The plain way to find, interest
and persuade them is the well-traveled
way, the way of Public Advertising.

But the ideal medium—what is it?

If you are seeking a single medium of
potency, of prestige, of sufficient circu-
lation, you will find it in

MACLEAN'S MAGAZINE

You know of this magazine, but do you
know it through use?

It can't do everything, but it can do
much. It can make your product, com-
modity or service known nationally—
and this at small cost per annum.

*N.B.—Objectionable advertising not
accepted. Both editorial and adver-
tising columns are closely censored
to keep them clean and decent.*

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND
CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight	
10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case,	
weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case,	
weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case,	
weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case,	
weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case,	
weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case,	
weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case,	
weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.
Brands—Aylmer, Simcoe, Quaker,
Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family,
Tomato Sauce, \$1.30 doz.; Fam-
ily, Chili Sauce, \$1.30 doz.; 3's,
Plain, Flats, Aylmer only, \$1.40
doz.; 3's, Tomato Sauce, Flats,
Aylmer only, \$1.50 doz.; 2's,
Chili Sauce, Flats, Aylmer only,
\$1.50 doz.; 2 1/2's, Plain, \$1.45
doz.; 3's, Plain, Tall, \$1.60 doz.;
3's, Tomato Sauce, \$1.75 doz.;
3's, Chili Sauce, \$1.75 doz. The
above 2 doz. to case. 10's, 1/2
doz. per case, for hotel and
restaurant use (gals.), \$5.25
doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-ris- ing), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. hags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. hags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

(Unsweetened Chocolate)

Supreme chocolate, 1/2's, 12- lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered.



*The WHITE
Naphtha Soap*

*in the BLUE
Wrapper*



IF you could number among your customers all the women who do their own work you would have most of the trade.

A good way to attract this trade is to sell articles that appeal to these housekeepers from the labor-saving standpoint.

P. AND G.—The White Naphtha Soap is one of them. It saves so much effort in the hardest work of all—washing—that women who use it once become steady customers for it.

The Procter & Gamble Distributing Co.

of Canada, Ltd.

Hamilton, Canada

Send for advertising matter for use in your store.

You save 10 cents a box in buying assorted 10 box lots of the following: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. For a well-rounded line you need them all.

WESTERN CANADA MANUFACTURERS' AGENTS AND WHOLESALE GROCERY BROKERS

W. H. ESCOTT CO., LTD. CALGARY

(E. H. Delfer, Manager)

Branches at
REGINA, CALGARY and
EDMONTON

Head Office: Winnipeg

Broom and Whisk Values THAT SATISFY



Long wearing, satisfaction giving is the outstanding characteristic of the Brooms and Whisks we manufacture. Dealers everywhere find them reliable sellers and dependable profit getters.

To all points between Ottawa and Windsor we ship F.O.B. destination, at the following rates:

A limited number of Carpet Brooms, with Bamboo Handle, while they last, \$4.25.

Other lines we have at \$2.90, \$3.40, \$3.90, \$4.25, \$4.50, \$4.80, \$5.00 and \$5.25.

Whisks, \$1.15 per dozen and up.

Send a card to-day for our price list. We offer you values not obtainable everywhere, and give personal attention to every order.

J. C. SLOANE CO.

Makers of Fine Brooms and Whisks

845 5th Avenue, - Owen Sound, Ontario

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Iceings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE	
Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb....	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60..	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s., \$2; 1s., \$3.35; 2s., \$6.50; 6s., \$23; 14s., \$60.	
Roast Beef, ¼s., \$2; 1s., \$3.35; 2s., \$6.50; 6s., \$23.	
Boiled Beef, 1s., \$3.35; 2s., \$6.50; 6s., \$23.	
Jellied Veals, ¼s., \$2; 1s., \$3; 2s., \$4.50; 6s., \$21.	
Corned Beef Hash, ¼s., \$1.50; 1s., \$2.50; 2s., \$4.50.	
Beefsteak and Onions, ¼s., \$2; 1s., \$3.25; 2s., \$6.25.	

If any advertisement interests you, tear it out now and place with letters to be answered.

Serve Your Customers Right in "Riteshape"



THAT Big "Riteshape"

Gives you distinction and advantage. There is no 10-pound dish except the "Riteshape." It is the great carrier of all big orders. There is more money in a purchase that amounts to three or four dollars than there is in one that amounts to but thirty or forty cents.

And the 10-pound "Riteshape" guarantees style, class and satisfaction in the delivery of the big order.

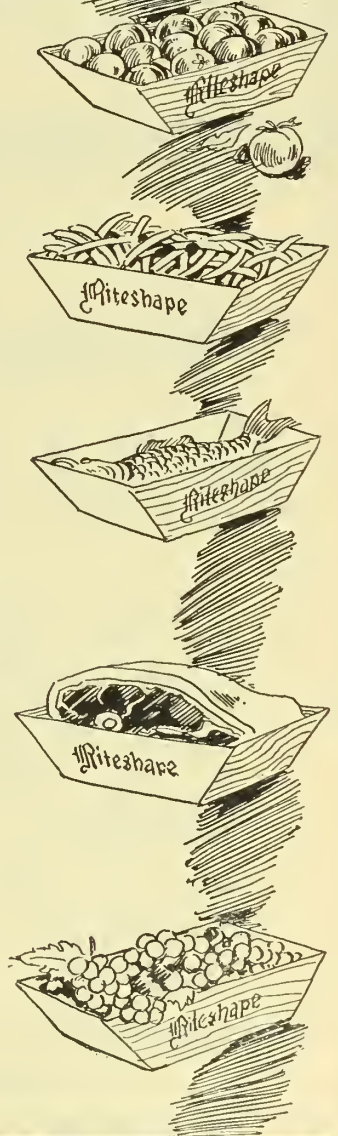
Use the big "Riteshape" for a display dish. Decorate the window with it. Use it for counter display. Fill it with seasonable delicacies and stick a price tag on it. It saves handling. It indicates a careful, sanitary service.

Get all sizes of "Riteshapes" from jobbers or from

VICTORIA PAPER & TWINE COMPANY

MONTREAL Limited TORONTO

THE OVAL WOOD DISH CO., Manufacturers
DELTA, OHIO, U.S.A.



When you sell

HEINZ

57

VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

BACK BACON

A very nice line of
Bacon, preferred to
Breakfast Bacon by
some and always sup-
plying a change when
asked for. We have
it "In Casings,"
Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.

Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.50; 2s, \$5.50.

Lambs' Tongues, 1/2s.

Sliced Smoked Beef, tins, 1/2s, \$1.75; 1s, \$2.80; 4s, \$15.50.

Sliced Smoked Beef, glass, 1/4s, \$1.35; 1/2s, \$1.95; 1s, \$2.95.

Tongue, Ham and Veal Pate, 1/2s, \$1.50.

Ham and Veal, 1/2s, \$1.20.

Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.

Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.45.

Ox Tongues, tins, 1/2s, \$3.00; 1s, \$5.50; 1 1/2s, \$8.25; 2s, \$10.75.

Ox Tongues, Glass, 1 1/2s, \$10.50; 2s, \$13.00.

Mince-meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.

In Pails, 25 lbs., 12c lb.

In 50 lb. Tubs, 12c lb.

In 85 lb. Tubs, 11 1/2c.

In Glass, 1s, \$2.30.

Plum Pudding, 1s, \$2.30; 2s, \$3.

Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85.

50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.

Pork and Beans, Plain Talls, 1s, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70.

Individuals, 65c doz.

Pork & Beans, Tomato Sc. Talls, 1s, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70;

Individuals, 65c doz.

Pork and Beans, Chili, 1s, 80c; 2s, tall, \$1.30; 3s, flat, \$1.70; individuals, 65c doz.

Tomato Sauce, 1 1/2s, \$1.10; Chili Sauce, 1 1/2s, \$1.10; Plain Sauce, 1 1/2s, \$1.10.

Pork and Beans, 1 1/2. Chili Sauce, 95c doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.25.

Clark's Chateau Chicken Soup, \$1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 2s, \$2.35 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.

English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14 1/2
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

1/2c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies

BASIN DE VICHY WATERS,

L'Admirable, 50 btles, litre, 5 50

Neptune 7 00

San Rival 8 00

VICHY LEMONADE

La Savoureuse, 50 btles, 8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15

Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95

Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05

Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 35

Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS

H. L., cb. 90 lbs., lb. 0 25

Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2

Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32

Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

Per doz. tins

D. S. F., 1/4-lb. \$ 1 60

D. S. F., 1/2-lb. 2 90

D. S. F., 1-lb. 5 75

F. D., 1/4-lb. 0 90

Per jar

Durham, 4-lb. jar 0 93

Durham, 1-lb. jar 0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

5c 10c

Round Oval lith. litho. dredge. 2 1/2 oz.

Per doz. Per doz.

Allspice \$0 45 \$0 90

Arrowroot, 4 oz. tins, 85c 0 90

Cayenne 0 45

Celery salt 0 90

Celery pepper 0 45

Cinnamon 0 45

" whole, 5c. pkgs., wln dow front, 45c 0 90

Cloves 0 45

Cloves, whole, 5c. pkgs., wln dow front, 45c 0 90

Curry powder 0 45

Ginger 0 45

Mace 1 25

Nutmegs 0 45

Nutmegs, whole, 5c pkgs., window front, 45c. 0 45

Paprika 0 45

Pepper, black 0 45

Pepper, white 0 50

Pastry spice 0 45

Pickling spice, window front, 90c 0 90

Shipping weight per case 10 lbs. 15 lbs.

Dozens to case... 4 4

If any advertisement interests you, tear it out now and place with letters to be answered.

FULL CARS EXTRA FANCY ARKANSAS ELBERTA PEACHES

In Bushel Baskets
and 6 Basket
Carriers. Fine
Quality, Prime
Condition.

**BIG
SELLERS**

**PRICES
REASONABLE**

The House of Quality

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1871

Hot Weather Fruits

Lemons, Limes, Oranges,
Cantaloupes, Watermelons,
Grape Fruit, Pears,
Peaches, Plums, Raspberries,
Cucumbers, Tomatoes
and Bananas.

EVERYTHING THE BEST.

Weekly price lists mailed to any responsible
dealer.

WHITE & CO., LIMITED

TORONTO

Wholesale Fruits and Fish

Are You Interested?

CANADIAN GROCER reaches
the retailer, the wholesaler, the
manufacturer, the clerk and
the traveller, just the men to
whom you wish to sell or from
whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent inser-
tions.

5c extra per insertion when re-
plies are to be addressed c/o
Canadian Grocer.

**No Other Paper Reaches
All These Men.**

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand
Fixtures?

Then you should use
Canadian Grocer's Classified Ad.
Columns.

It should find for you among
the progressive Grocers of Canada
at least one individual who is on
the lookout for just such a pro-
position that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

In Hot Weather,
Cold Weather,
High Prices or
Low Prices the
Lemons of **Real
Value** are packed
by Franc Traenzzi
under

“St. Nicholas”

“Queen City”

“Kicking”

J. J. McCabe

Agent
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



Brunswick Brand will boost your canned sea food sales

You know by experience, of course, that the amount of business you do along any particular line depends entirely on the quality of the goods. That is the very reason why it is to your interest to sell the popular

Brunswick Brand Sea Foods

These delectable, wholesome sea foods make a positive appeal to the most fastidious tastes. The extreme care exercised in selecting, processing and packing is a positive guarantee of "come-back" sales and satisfied customers.

Just try out the selling merits of these Canadian sea foods. Send for a trial supply to-day and note the result of a window display.

Here's the Brunswick Brand list:

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Connors Bros., Ltd.

Black's Harbor, N.B.



THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—	
Boxes	Cents
40 lbs., Canada Laundry...	.06¼
40 lbs., Canada White Gloss,	
1 lb. pkg. ....	.06¾
48 lbs., No. 1 White or Blue	
Starch, 3 lb. cartons....	7¼
100 lbs. kegs No. 1 White	.06¾
200 lbs., bbls., No. 1 White	.06¾
30 lbs., Edwardsburg Silver	
Gloss, 1 lb. chromo pkgs.	.07¾
48 lbs., Silver Gloss, in 6	
lb. tin canisters ....	.08¼
36 lbs., Silver Gloss, in 6	
lb. draw lid boxes....	.08¼
100 lbs., kegs Silver Gloss,	
large crystals ....	.07¾
28 lbs., Benson's Satin, 1	
lb. cartons, chromo label	.07½
40 lbs., Benson's Enamel,	
(cold water), per case...	3 00
20 lbs. Casco Refined Potato	
Flour, 1 lb. pkgs.	12½
Celluloid	
Boxes containing 45 car-	
tons, per case	3 60
Culinary Starch	
40 lbs., W. T. Benson &	
Co.'s Celebrated Prepared	
Corn ....	.07¾
40 lbs., Canada Pure Corn	.06½
(20 lb. boxes ¼c higher)	

BRANTFORD STARCH

Ontario and Quebec	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40	
lbs. ....	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs. ....	.06¾
Kegs, 100 lbs. ....	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30	
lbs. ....	.07¾
8 in case ....	.08
6-lb. toy trunks, lock and	
key, 6-lb. toy drum, with	
drumsticks, 8 in case ...	.08¼
Kegs, extra large crystals.	
100 lbs. ....	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy	
pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons,	
per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.	
Packed as follows:	
5c packages (96)	\$ 3 20
1 lb. packages (60)	3 20
¼ lb. packages (120)	3 40
½ lb. 60 } Packages Mixed	3 30
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars—3 lbs.,	
1 doz. in case	\$ 2 80
2 lb. tins, 2 doz. in case...	2 75
5 lb. tins, 1 doz. in case...	3 15
10 lb. tins, ½ doz. in case...	3 05
20 lb. tins, ¼ doz. in case...	3 00
(5, 10 and 20 lb. tins have	
handles.)	
Barrels, about 700 lbs. ...	.04
Half bbls., about 350 lbs. ...	.04¼
Quarter bbls., about 175	
lbs. ....	.04½
2 Gal. wooden pails, 25 lbs.	
each	1 50
3 Gal. Wooden Pails, 38½	
lbs., each	2 10
5 gal. wooden pail, 65 lbs.	
each	3 35

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case...	\$ 3 25
5 lb. tins, 1 doz. in case...	2 65
10 lb. tins, ½ doz. in case...	3 55
20 lb. tins, ¼ doz. in case...	3 50

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case...	4 80
Barrels, per 100 lbs.	5 25
½ barrels, per 100 lbs.	5 50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane	
sugar.	
2 lb. tins, 2 doz. in case...	\$4 05
5 lb. tins, 1 doz. in case...	4 75
10 lb. tins, ½ doz. in case...	4 45
20 lb. tins, ¼ doz. in case...	4 35
Delivered in Winnipeg in carload	
lots.	

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large Med.
2½ Can.	\$ 4.75	\$ 3.75
No. 1 Tall Can	2.75	2.25
No. 16 Jar	3.00	2.25
No. 4 Jar	1.50	1.25
No. 10 Can ...	14.00	12.00

YUBA BRAND

2½ Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can .....		.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins,; 1-lb. tins,; Robinson's patent groats, ½-lb. tins,; 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood	
and Nut-brown	0 85
Dressing, White, 4-oz. bot-	
tle	2 00

NUGGET POLISHES

Doz.	
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 85
Card Outfits, Black and Tan	2 25
Creams and White Cleanser	1 10

YEAST

White Swan Yeast Cakes,	
per case, 3 doz. 5c pkgs. ...	1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s. butts 9	
lbs.	\$ 0 60
Bobs, 6s and 12s, 12 and 6	
lbs.	0 46
Currency Bars, 12s, ½ butts,	
12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6¼s, butts, 11	
lbs., boxes, 5¼s.	0 48
Walnut Bars, 8¼s, boxes 7	
lbs.	0 64
Pay Roll, thick bars, 8¼s,	
6 lb. boxes	0 68
Pay Roll, thin bars, 8¼s, 5	
lb. boxes	0 68
Pay Roll, plug, 8¼s, 12 and	
7 lb. caddles	0 68
Shamrock, plug, 7¼s, ½	
butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.	0 72
Forest and Stream, tins, 11s,	
2 lb. cartons	0 89
Forest and Stream, ¼s, ½s	
and 1-lb. tins	0 80
Forest and Stream, 1-lb.	
glass humidor	1 00



A name that means quality—big advertising—big sales

Here's the "big five" Lever Brothers' products that are making the cash registers ring all day long in thousands of grocers' stores. The headline to this advertisement gives the reasons. Our friends in the trade are recommended to profit by our reputation and prestige and to "push the goods that are pushed the easiest"—Lever Brothers'.

Lever Brothers Limited, - Eastern Avenue, Toronto

Casual Customers become Steady Customers when you sell them the best liked jam in Canada—



Furnivall's
FINE
FRUIT
PURE JAM

People buy Furnivall's because they find in it a delicious, appetizing goodness, a flavor quite unique, and a look of quality as well as a taste of quality. That's why Furnivall's is the most popular line of jams in Canada.

Place your order to-day. It will surprise you how quick-selling Furnivall's Jams really are. Get your nearest jobber to send you a trial supply.

FURNIVALL-NEW, LIMITED

HAMILTON, ONTARIO

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

If any advertisement interests you, tear it out now and place with letters to be answered.

Stephen Leacock

contributes an article "Is Permanent Peace Possible?"
—an excellent summary of conditions governing international relations.

Robert W. Service

supplies another of his wonderful war poems, "The Flowers," written at the front, where he is driving a motor ambulance.

Agnes C. Laut

writes on "Business—and the Fatal Spiral," an excellent article dealing with a serious condition in business which has gradually developed.

Arthur Stringer

Arthur E. McFarlane

L. M. Montgomery

These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

H. F. Gadsby

contributes an article on Dr. Michael Clark, M.P., the Free Trade advocate of the Commons.

All in the August issue of MacLean's Magazine, together with a dozen other features, and the Review of Reviews department. Get a copy at your news-stand, or, better still, send in your subscription. Yearly subscription price, \$1.50.

August MacLean's

Now on sale at All News-stands

The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

PRACTICAL GROCER WOULD LIKE TO represent good firm in Northern Ontario; knows trade and conditions well; duties to commence about middle of August. Apply Box 152, Canadian Grocer, University Ave., Toronto.

MARRIED MAN, 7 YEARS' GROCERY EXPERIENCE, wishes to travel for staple grocery lines in Maritime Provinces and Newfoundland. Box 150, Grocer.

COMPETENT BUYER AND MANAGER DESIRES change. A firm desiring to install grocery, provisions, fruits and meats can secure the services of one who is practical in all departments, or the charge of several branch stores considered. High references can be given. Apply Box 151, Canadian Grocer, University Ave., Toronto.

WANTED — RELIABLE GROCERY AND provision clerk; one with several years' experience; must be a good salesman. Apply Barnsdale Trading Co., Limited, Stratford, Ont.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.


WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

OAKLEY'S KNIFE POLISH

2012-2012



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH

FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.

143-153 University Ave., Toronto



Hot Weather Specialties THAT BRING GOOD PROFIT

Make the most of the hot weather season: display Sterling Brand Summer Specialties prominently.

*Suggest Coolness
in Your Display*

Sterling line of hot weather specialties leave you a good margin of profit.

Here is the line:

**Raspberry Vinegar,
Orangeade,
Lemonade,
Fruit Syrup and
Fruit Flavors,
Unfermented Wine.**

Get this line turning your money over at a nice profit.

WRITE FOR FULL PARTICULARS OR SEND ALONG YOUR ORDER.

T. A. LYTLE CO.
LIMITED

STERLING ROAD - - TORONTO

INDEX TO ADVERTISERS

A

Adam, The Geo. Co.	17
American Computing Co.	11
Anchor Cap & Closure Corp.	Inside back cover
Arnett, Thos. Lewis	14
Aylmer Condensed Milk	5

B

Balfour, Smye & Co.	18
Benedict, F. L.	61
Betts & Co.	Inside front cover
Borden Milk Co.	1
Bowman & Co., J.	61

C

Canadian Cereal & Flour Mills Co.	15
Can. Fairbanks-Morse Co.	16
Channell Chemical Co.	Inside front cover
Clark, Ltd., W.	7
Codville Co., The	6
Cochran, J. N.	17
Connors Bros.	58

D

Davis, S., & Sons, Ltd.	20
Dominion Salt Co., Ltd.	4
Duncan, John, & Co.	8

E

Eckardt, H. P., & Co.	53
Eno, J. C.	64
Escott & Co., W. H.	52
Eureka Refrigerator Co.	14

F

Fearman, F. W., Co.	54
Freeman Co., W. A.	16
Furnivall-New, Ltd.	59

H

Hargreaves (Canada), Ltd.	19
Heinz, J. J., Co.	56
Hillock & Co., Jno.	15
H-O Co.	3
Hobart Mfg. Co.	10
Horton Cato Co.	19

I

Imperial Rice Milling Co.	64
--------------------------------	----

K

Kearney Bros.	Inside back cover
--------------------	-------------------

L

Lake of the Woods Milling Co.	Outside back cover
Lambe & Co., W. G. A.	17
Laporte, Martin	63
Lemon Bros.	57
Lever Bros.	59
Lightcap, O. F.	17
Lytte & Co., T. A.	62

M

MacKenzie & Morris	17
Maclure & Langley	17
MacNab, T. A., & Co.	17
Magor, Son & Co.	29
Malcolm Condensing Co., The	2
Mann, Laurie & Co.	17
Mathieu & Co., J. L.	4
McCabe, J. J.	57
McCaskey Systems ..	Front cover
Millman, W. H., Sons	17
Mount Royal Milling Co.	4

N

National Cash Register	12-13
Niagara Peninsula Pub. Assn.	18

O

Oakey & Sons, John	61
Oval Wood Dish Co.	55

P

Patrick & Co., W. G.	17
Perry Co., H. L.	17
Pennock, H. P., Co., Ltd.	17
Procter & Gamble	51

R

Red Rose Tea Co.	19
Reed, Evan L., Mfg. Co.	16
Rock City Tobacco Co.	2

S

Sloane, J. C.	40
Spratts Ltd.	6
Star Egg Carrier & Tray Mfg. Co.	17-14

T

Taylor & Pringle	54
Tilley, Chas. Co.	50
Toronto Butchers' Supply Co.	61
Toronto Salt Works	61
Trent Mfg. Co.	61

W

Walker, Hugh, & Son	57
Walker Bin Co.	9
Washington's Refined Coffee, G.	17
Watson & Truesdale	17
Webb, Harry	17
Wethey, J. H., & Co.	64
White & Co.	57
Woods & Co., Walter	15
Woodruff & Edwards	54



For a Change



At this time when most lines are away up in price, the offer of first quality staples at prices below their present market value gives you the opportunity to realize bigger sales and larger profits.

Every line listed below is guaranteed to give you absolute satisfaction:

1,000 cs.	Sunset Standard Peas	.....24/2s	.90 doz.
1,000 "	Red Pitted Cherries, Heavy Syrup	...24/2s	1.15 "
1,700 "	Red Raspberries, Heavy Syrup	....24/2s	1.35 "
600 "	I.C.B. Apples	.....6s/gallons	2.50 "
700 "	Garden City Yellow Peaches, Heavy Syrup	.....24 2s	1.50 "
400 "	California Prunes, Faced, 25s	.....70 80	.09 lb.
400 "	" " " " 25s	.....90/100	.08 "
	65 H/C Y T Congou Black Tea, 60 lbs. net	.....	.15 "

Owing to the uncertain state of the market, these prices are subject to change without notice.

If you are already acquainted with these brands, send us your order now, so as to be assured of your supply. If you do not know the high standard of these goods, write for samples to-day.

TO ARRIVE—Fall Delivery

800 c/s Millar's Jams

Strawberry - Raspberry - Black Currants
1s and 2s - Cases 4 doz. - Casks 12 doz.

Ask our prices and we get your business.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West

MONTREAL



Imperial Rice Milling Co., Ltd.

VANCOUVER, B. C.



MIKADO

The best value in Rice being
offered on Canadian
markets today.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.



Doctors' Bills Rob You Eno's "Fruit Salt" cuts them out and helps your business

Of course, doctors are very necessary, and they must live, but even they do not care for the kind of patients who are "just feeling a little off color" and in most cases would sooner you would sell them a regulator than be bothered with them.

Doctors' bills are not conducive to better business for you, in fact they mean retrenchment.

Why not stock a few bottles of Eno's "Fruit Salt" and recommend it to your patrons. Every household should use this harmless, invigorating regulator. It is a positive preventative of many forms of disease, saves much suffering and more doctors' bills.

Now is the time to act—stock Eno's "Fruit Salt" (it's the original and only fruit salt). Display it, sell it.

J. C. ENO, LTD., "FRUIT SALT WORKS"
LONDON, ENG.

Agents for Canada: Harold F. Ritchie & Co., Ltd., 10-14 McCaul St., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



Get a better grip on jam and bottled goods sales

Pin your faith to the reliability and proven selling merits of the well known ANCHOR CAP.

People have come to look for Anchor Caps on all bottled goods. They know that the contents are just as fresh as when first sealed—the Anchor Cap positively eliminates leakers.

The manufacturer proud of his product protects its flavor, its goodness, its purity against all possible change with the positive security of Anchor Caps.

To fail to use this securest of all seals is to withhold from you your most convincing sales inducement.

See to it that your next order of bottled goods bears this dependable seal. Your wholesaler will furnish Anchor Caps on any bottled goods line.

Tell him your requirements and specify Anchor Caps.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

GREEN TEA

Just received in store

New Season Crop Japans

Special selections from choicest gardens, which we accept only when they meet our requirements for *STANDARD CUP QUALITY*, of delicate flavor and strength.

Our reputation as specialists in Japans is maintained by the experience acquired in supplying the Canadian Trade in increasing volume year by year for over 40 years. Prompt attention to enquiries.

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St.

ESTABLISHED 1874

MONTREAL

A COMPLAINT WELL-HANDLED IS AN ASSET OF THE PAST FROM WHICH THE FUTURE SHOULD DRAW DIVIDENDS

How we handled this complaint

The Complaint

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., April 21, 1916.

Gentlemen:—Kindly send me your cook book. I think I deserve one. I've been on this blessed old homestead nine years now "batching," and during the whole of that time I've only had one and a half sacks of flour which were not FIVE ROSES. The first was either XXX or else XXXX; anyway it would have killed a dog. I didn't understand either flour or cooking and bought it on the advice of a so-called friend; I think he must have wanted my land. Anyway I survived and cheated him. The last 100-lb. sack of FIVE ROSES I got a few months ago was pretty hum, and I could make nothing decent at all with it; but I must say in all honesty, it's the only bad sack I've ever had. So I think you owe me a cook book. Anyway, I've no stamps handy, but please yourselves.

Yours truly,
(Sgd.) J. W. DENTON.

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Montreal, May 17th, 1916.

We Reply

Dear Sir:—You are quite right. If anyone is entitled to a free cook book, his name is Denton. We mailed you a copy last week, and hope it will reach you in good condition. If for any reason it did not arrive, or you should desire further copies, just drop us a line and we will see that you are supplied.

We are glad to note that it took you nine years to find a bad bag of FIVE ROSES flour, but are sorry that you should have been the victim. If you will let us know when and where you got this inferior bag, we will see that it is replaced without cost to you. As you are aware, we want to live up to our guarantee when given the opportunity.

Yours truly,
LAKE OF THE WOODS MILLING CO.,
LIMITED.

The Come-Back

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., June 2nd, 1916.

Gentlemen:—Yours of the 17th ult. to hand, also two pencils for which please accept my thanks. They are certainly a tasty advertisement. The cook book I have not as yet received, but presume it will come through in due course.

I must say I was greatly surprised at your letter. It's a bit of a corker when a company can start throwing sacks of flour in with cook books, especially in war-time. I guess the war is to blame for my bad bag of flour. However, I didn't start the war, and it's hardly fair that my "innards" should suffer for Kaiser Bill's, the Potsdam Lyre's misdeeds: if he'd got the sack of flour in place of me, I'd have kept mum and not said a word.

I got the sack of flour off MacPherson, of Norquay, Sask., and as to date as near as I can say, it was somewhere round Xmas. I don't keep my bills beyond just checking the goods when I get home, as I've never run a bill with Mac yet, always pay cash.

However, if you write Mac, he will verify this, and of course I don't expect you to take my word, because I complained about it to him and fetched out a half sack of "—" flour. Would not fetch a sack as I'd never tried it and being bitten with one whole sack was enough to be going on with. I finished the "—" flour two days ago, and as I'd no time to go to town, I've fallen back on the other. But it's bad, in fact to tell you the honest truth and using strictly Parliamentary language (it's d— rotten). Anyway, I won't make a song and dance about it, but if you could throw in a motor car and a team of horses and, say, a household of furniture and a few fancy little stunts like that, you know—well!

Mind you, gentlemen, I didn't ask for a sack of flour. I only asked for a cook book, and it speaks well for your firm the way you have met my complaint.

Happy is he that expecteth little, for verily he shall not be disappointed.

Yours faithfully,
(Sgd.) J. W. DENTON.

More from us

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Montreal, June 22nd, 1916.

Dear Sir:—We thank you for your letter of the 2nd instant and the information therein contained.

We have referred the correspondence to our Winnipeg office, and no doubt you will hear from them shortly.

Thanking you for your complaint, we are,

Yours truly,
LAKE OF THE WOODS MILLING CO., LIMITED,
Montreal.

The Guarantee lived up to

LAKE OF THE WOODS MILLING CO.,
Montreal.

Winnipeg, June 27th, 1916.

Gentlemen:—As requested, we have to-day instructed our agents, the Norquay Trading Company, at Norquay, to deliver a bag of FIVE ROSES free of charge to J. W. Denton, Moss Lake.

Yours truly,
LAKE OF THE WOODS MILLING CO., LIMITED,
(Sgd.) N. J. Breen,
Mfr. Flour Dept.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 4th, 1916

No. 31

The 100% Sugar

So the Government analysis shows. It cannot possibly be improved on in the matter of its purity and strength. Beyond this, it is made in an ideal factory in an ideal way. It is a sugar to meet the demands of the fastidious. It is put up in packages of convenient size to suit all demands.



St. Lawrence



Granulated Pure Cane Sugar

Still another feature of this sugar—it is made in three sizes of grains to meet every preference.

Coarse

Fine

Medium

And these grades are distinguished from one another by colored tags—green for coarse grain, blue for medium grain, and red for fine grain. So you see St. Lawrence Pure Cane Sugar is 100% perfect from the buyer's point of view, as well as being 100% pure.

At this season of preserving you will find it good business to supply your customers with the best.



St. Lawrence Sugar Refineries, Limited

MONTREAL

OUR coffees do not linger on your shelves because we spend thousands of dollars every month telling consumers of their goodness. Your profit comes from briskly moving stock and satisfied customers.

Chase & Sanborn
Montreal

Furnivall's Fits Every Taste



Why load up your shelves with a big stock of various brands when by handling a small stock of Furnivall's Jams you can meet the particular tastes and fancies of everyone.

Its price puts it within the reach of all, and this fact, together with its superior appetizing quality, makes Furnivall's a ready seller everywhere. The margin of profit, too, is worth while.

Send a post card to-day for our list. Your wholesaler can supply you with Furnivall's. Get in touch with him.

FURNIVALL-NEW, LIMITED
HAMILTON, CANADA

Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, Montreal—W. S. Silcock, St. John, N.B.—MacLaren Imperial Cheese Co., Halifax, N.S.—MacLaren Imperial Cheese Co., Sydney, N.S., A. E. Sheppard, Hamilton—R. M. Griffin, Winnipeg—W. L. Mackenzie Co., Limited, Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd., Edmonton, Alta., Central Brokerage Co.

They
All
Come
Back



To the
Sweet-
heart
of the
Corn



*Imitations may
lure away but
appetites pine for
the favorite es-
tablished Corn
Flakes — "The
Sweetheart of the
Corn."*



The alert grocer has learned that breakfast foods come and go — a flash and out. He is not allowing his shelves to be burdened with these, but stays by the established line—the breakfast food they all come back to—Kellogg's Toasted Corn Flakes.

Your shelves will never go stale with "The Sweetheart of the Corn" and your profit is sure.

Order from your wholesaler.

Battle Creek Toasted Corn Flake Co., Ltd.
LONDON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Your Customers like it

Your customers rely on you to help them with their problem of what to serve; always they want a change.

Here is a suggestion which you can pass on:

Cox's ^{Instant Powdered} Gelatine

For rich Crystalline Jelly and other Delightful Sweets and Savories.

Make Sales Now.

Always Keep up Your Turnover.



Every package contains a sheet of recipes of guaranteed excellence, giving full directions how to prepare and serve Cox's Gelatine. Look up these directions yourself and so be prepared to talk to your customers with assured knowledge. Nothing like knowing what you are selling. Knowledge is power.

How is Your Stock?

Cox's Gelatine is one of the best-known products of Scotland.

A. P. TIPPET & CO.
Montreal and Toronto

TEES & PERSSE, Ltd.
Winnipeg

MARTIN & ROBERTSON, Ltd.
Vancouver

Canadian National Exhibition

Aug. 26—TORONTO—Sept. 11

"A little bigger; a little better."

Federation of the Empire. 1,200 Performers. 400 Musicians.

Gorgeous spectacle, symbolizing and epitomizing Imperial solidarity, power and cohesion. Mammoth scenic reproduction of British Houses of Parliament, Westminster Abbey and the War Office.

WAR—on land, in the air, on and under sea.

Scenes that have thrilled the world, re-enacted by Overseas troops. Model camp; trench warfare.

Anmer, the King's horse. Acres of manufactures. Glorious agricultural exhibits. Government exhibits and practical farm demonstrations.

If any advertisement interests you, tear it out now and place with letters to be answered.

Build Business Around Borden Popularity



*A Brand of Quality
for three generations*



Borden Milk Co.
LIMITED

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
VANCOUVER, B.C.

If you have not yet put the Borden selling possibilities to the test you will be surprised when you realize what a fruitful source of increased profits these popular lines really are. The Borden reputation for quality has long been established and to-day the very name Borden is synonymous with all that is sweet, pure and wholesome in milk products.

A window display of the Borden Lines will pull results that will make your cash register ring repeatedly with the comeback sales. The unimpeachable quality of these Canadian-made milk products will make constant users of first purchasers.

Why not let us send you a small trial supply just to convince you of Borden selling value?

Known every- where



The Royal Acadia Sugar Trade Mark,
The Royal Acadia Sugar Girl
and Royal Acadia Sugar.

We are advertising these three throughout the Country and the response is good in every section.

In Royal Acadia Sugar,

EVERY GRAIN, PURE CANE,
EVERY SALE ANOTHER GAIN.

The Acadia Sugar Refining Co., Limited



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your
Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

Raspberry Jam—1916 NOW READY

Made From the Delicious

Cuthbert Raspberry

Many grocers are taking our tip and buying "Aylmer" Brand Jam now.

Prices are sure to be higher in the fall and the demand heavy, as the housewife is not putting down jams with high-priced sugar.

Ask your jobber to-day.

Dominion Canners, Limited
HAMILTON - - CANADA

Raspberry Vinegar

A POPULAR SUMMER DRINK



Sales Go Up With the Thermometer

E. D. Smith's Raspberry has a big sale during these sweltering summer days. There is good profit in this line for you.

E. D. S. Raspberry Vinegar is made of luscious, rich, red raspberries grown on our famous Winona Fruit Farm.

Make a Display

Send in an order — get your share of the hot season sales.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS : — Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B. C.

Seasonable Goods

Mr. Grocer, Are What You Want

Take a few moments to study CLARK'S LIST (if you have not got one, a post-card will bring it), and you will find the goods to fit the season.



CLARK'S Pork and Beans

and, in fact, all CLARK'S products

ARE SELLERS



They have the quality.
Their reputation is un-
impeachable.

They are thoroughly
advertised and prices
are right.

W. CLARK, LIMITED, MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL Brooms \$4.00, \$4.50, \$5.00 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

BIG VALUE means BIG SALES and BIG PROFITS

And it is because of this, that dealers everywhere are finding it well worth while to feature **WONDERFUL SOAP**. Housewives have long ago recognized the fact that "the soap in the neat red label" is the safest, surest, and speediest obtainable.

Try out the profit-making qualities of this popular line. Order a trial supply and note result of a counter display.

Guelph Soap Company
GUELPH, ONT.



Gasolene Makes the Auto Go— It Also Makes It Stop

No animal or machine will go unless it's fed—and the modern automobile has quite an appetite. Perhaps it would be better to call it a thirst—but some people might object to that. So pretty regularly the motorist has to buy gasolene, and he always prefers to buy it at a

BOWSER
ESTABLISHED 1885

**"Red Sentry"
Filling Station**

There's a vacant spot in front of your store which might well be occupied by the "delivery" end of the Bowser System. Get the automobilists to stop for gas, and they'll come again to buy supplies for their machines and for the things they need around the house.

S. F. BOWSER & COMPANY, Inc.
TORONTO, ONT.

Sales Offices All Centres. Representatives Everywhere.

In your Locality are many Dogs and Cage Birds

Your customers must have **FOOD** for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name **SPRATT'S** is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville,
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

If any advertisement interests you, tear it out now and place with letters to be answered.



KEYSTONE BRAND

THE STAPLE LINE OF STABLE BRUSHES

Always good, always reliable. Stablemen know this to be true of "Keystone" Brushes. You should know it in order to give your customers the stable brushes with "bite" enough to fetch out the dirt—and the durability to stand the hard service entailed.

Write for prices, etc., to

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Be good to your best customers—sell them the high quality

OCEAN BLUE

in 5c. packets. It always satisfies. "It's not so much how much they pay as what they get for what they pay," and Ocean Blue is the best that money can buy.

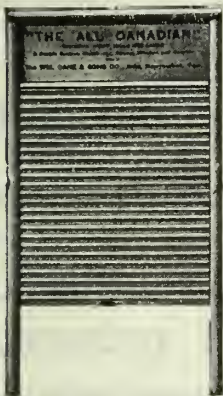
Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba:
O. F. Lightcap,
Winnipeg. For
British Columbia
and Yukon:
Creeden &
Avery, Rooms 2
and 6, Jones
Block, 407 Hastings
Street,
West, Vancouver



**The New All-Canadian, All
Wooden Washboard—A service-
able, long-wearing washboard re-
tailing at 20c.**



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

**The Wm. Cane & Sons Company
Limited**

Newmarket, Ont.

Extra Dollars Count

When trade is backward, advertised specialties help to keep the balance on the right side. All your best customers will use *Sani-Flush*, it saves disagreeable work and maintains a sanitary condition in the home.

Cash in on the advertising for



Sani-Flush
Cleans Water-Closet Bowls

A display in your store will encourage the purchase of this preparation. Each trial will make a constant user. *Sani-Flush* supplants nothing, but affords you a new profit.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

Vegetables are scarce—Push

Tartan Brand canned vegetables and you will win steady sales. Housewives don't like cooking during the hot days—put Tartan Brand canned goods to the front—feature Tartan Salmon strongly. All Tartan Brand Products have the attractive Tartan label which makes striking displays.

This is a profitable Brand to specialize on. Our line includes Fruits, Tea, Coffee, Spices, Extracts, Jelly Powders—the Quality is extra—send your order for immediate delivery.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.



Are you buying or selling produce of any kind in quantities? We can save you money.

Our prices are right and our splendid cold storage plant keeps the goods always fresh and sweet.

We supply both local and export trade with the finest quality butter, eggs, cheese, and poultry.

Our public cold storage system is sure to interest you. Terms are very moderate. Send a card now for full particulars.

Canada's Old Reliable Produce House

The J. D. Moore Co., Limited
ST. MARY'S, ONT.

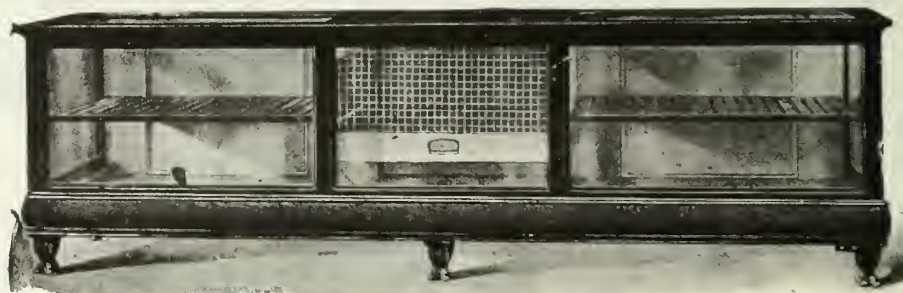
You'll sell that stock of perishable goods more readily if you display it properly

But you may ask, "How am I to display it these hot days without risk of loss through spoilage?"

Right here is where the ARCTIC SALESMAN REFRIGERATOR comes in. Butter, lard, cheese, cooked meats, lettuce, celery, berries, etc., can all be displayed in the Arctic to good advantage, and yet the dry cold circulating air system preserves them absolutely pure, sweet and cool.

Made in 6 ft. and 8 ft. lengths, handsomely finished, smallest ice consumption possible. Ask for catalogue.

John Hillock & Co.
LIMITED
TORONTO, ONTARIO



The Shirriff's Demand is Contagious

The first evidence in your community of the ever-spreading demand for Shirriff's is a request to you for the jelly powders that make such delicious, brilliant, sparkling jellies—so good that women do their neighbors a favor by recommending it. Get a case or two of

Shirriff's Jelly Powders

Stir up the demand by giving the women what they want—Shirriff's—not a substitute. Encourage it by means of the attractive Shirriff window displays which show the great range of popular flavors.

A little concentration on this favorite line is all that is needed as a starter, and then the momentum will carry you to some mighty handsome profits!

If you are not acquainted with the Shirriff line, write us for particulars.



Imperial Extract Company, Toronto

CAUGHT UP

During the past two months we found it impossible to ship orders promptly owing to increased business and difficulty in securing packers, but are now caught up and can promise better service. **Minto Tea** is here to stay. It wins out every time in draw.

Two Prices, 40 and 50 Cents.

Minto Brothers

284 CHURCH ST., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. H. Millman & Sons

Wholesale Grocery Brokers

Special lines to offer in
different grades of teas.

Write or wire us if in
the market.

SALESMEN WANTED

Experienced Salesmen to sell Star Egg Carriers and Trays to Grocers. Line gives satisfaction. Nothing can take its place. Good salesmen make money. Previous experience selling other grocery store equipment will be useful. Permanent, year-round employment. Apply

STAR EGG CARRIER & TRAY
MFG. CO.

1114 Jay St., Rochester, N.Y.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.
Write or phone.

If you want the market on NEW BRUNSWICK POTATOES Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

DO you wish the services
of a live broker who has
had 25 years' connection with
the trade?

If so, communicate with me.

FRED J. WHITE

Fruit and Grocery Broker
Room 32, 27 and 29 Wellington St. E.
TORONTO :: ONTARIO

Washington's COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

Established 1859 GEO. STANWAY & CO.

29 Wellington St. East, - TORONTO
Agents for "Horseshoe," "Tiger" and
"Sunflower" Salmon. Fred. L. Myers &
Son, West Indian Products. Furuya
& Nishimura, Japan Teas.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street

WINNIPEG - MAN.

Domestic and Foreign Agencies
Solicited.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

SEE PAGE 41 OF THIS ISSUE.

IT WILL INTEREST YOU.

ESTABLISHED 1849.

BRADSTREET'S

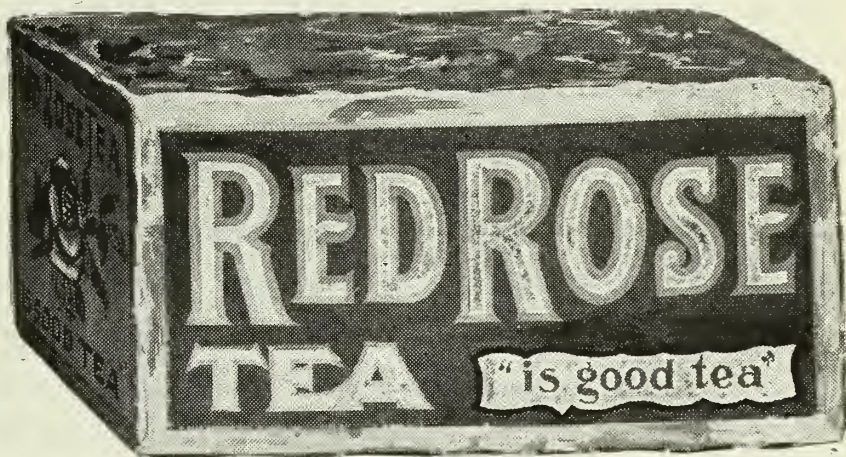
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
	Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager
Western Canada
TORONTO

FOR 22 Years the demand for Red Rose Tea has been growing greater and greater—a sure proof of its uniform high quality and good value.



There's tip-top quality and customer-satisfaction in every Malcolm Milk Product



That's why up-to-date Grocers everywhere are pushing the sales of these Canadian made favorites.

You, too, will realize what real, quick, profit-making sales are like when you begin "boosting" the Malcolm lines.

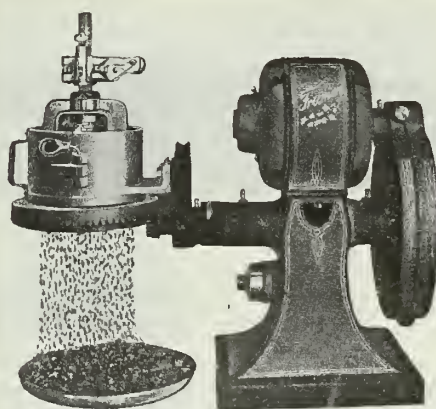
We invite comparison.



THE MALCOLM CONDENSING CO., LTD.
ST. GEORGE ONTARIO

Freeman's Electrical

Made in Canada



Driven
Meat
Chopper
Bone
Grinder
and
Coffee
Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Barley

The Supreme Food for Infants, Mothers,
Invalids and sufferers from impaired digestion.

Sold by the leading grocers throughout Canada.

Order from your wholesaler.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

ORLANDO

(INVINCIBLE)



NAMED FOR A PRINCE
AND FIT FOR A KING

The Orlando Cigar is, without doubt or question, the best three-for-a-quarter smoke procurable.

It is a long, well-seasoned, hand-made cigar, attractive to wholesaler and retailer and highly satisfactory to consumer.

Add them to your lines and get your share of the business.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, AUGUST 4, 1916

No. 31

Sells Summer Drinks in Cases

This Method of Buying Ensures Bigger Business to the Grocer—Reasons for It—People Like to Have Drinks in Their Own Cellars—Example of William Smye, of Hamilton, Who Has Made Good Along This Line—An Opportunity to Beat Out the Mail Order Houses.

Third of the "Soft Drinks" Series by E. A. Hughes.

THAT the temperance wave, which is sweeping, with ever growing momentum, over the country, is a wind which will blow good to the grocer, is the belief of William Smye, of Hamilton, Ont. Mr. Smye does not talk without his book. He has already proven that the thirst of Canada does not depend altogether upon the supply of liquor. When the latter ceases, the former will be unabated. In this situation, he says, is a unique opportunity for the grocer.

"It stands to sense," said he to Canadian Grocer recently, "that when more and more of the bars close, people will still have to drink—something. Most of our provinces are or will more or less immediately be dry. Ontario has another five weeks about, and that is one of the last big provinces to hold out. British Columbia is, too, moving towards prohibition. It has been shown already in Alberta and other dry provinces that the closing of the bars has meant the boosting, to an unimagined degree, of softer drinks and summer beverages. The theory is, therefore, a demonstrated one. It will hold good in Ontario, as it has done elsewhere, east and west of that province.

An Unfailing Sign

"A pretty good sign is to be found in the preparations of the liquor manufacturers themselves. It is a fact that liquor manufacturers in Ontario, during the last four months, have devoted money and energies to the campaign for getting people to drink more soft drinks. They have no illusions. They know that when liquor is cut off, the thirst of the public is still demanding satisfying. They did not wait very long when the prohibition measure was through the Ontario Legislature before they put their shoulders to the wheel, and started an advertising campaign for the greater consumption of soft drinks. If the liquor men themselves take that view of the matter, it stands to sense it is a pretty correct one.

They are nearest to the issue involved. They would be most likely to see the alternative most correctly and most quickly."

Mr. Smye sees in the opportunity for the grocer to sell more and more soft drinks a particularly good opening for trade in case goods. He has always done a good deal in this way himself. He set out some years ago to make soft drinks a saleable commodity, which should take a prominent place as an item in his income list, and devoted himself to the sale of case goods as being the channel through which most of his revenue from soft drinks would come. It is entirely a matter of the grocer's self as to what dimensions his business in soft drinks in the case will attain.

"If a grocer doesn't push soft drinks," Mr. Smye claims, "he can't expect them to prove a paying line. But if he does, they will be an abundantly paying line. The average grocer pushes his ordinary staples quickly enough. The customer comes in for some article of food and the go-ahead grocer tries, before she leaves, to sell her something else as well. If he wants to push canned goods, why, he pushes them. If he wants to introduce some new polish for furniture, he pushes it. If he has some particularly choice dried fruits in, he tells every customer so. Yet a great many grocers do not voluntarily push the sale of soft drinks. They are losing out on carrying them by so doing. If one line in a grocery store is worth pushing, so are they all. Why should the grocer divide his stock into sheep and goats. It is anything but good business. Soft drinks have been, heretofore, a good deal like cigars with the grocer—something to stock, and hand over the counter if and when they are asked for. But that is not salesmanship. It hasn't the essence of a sale in it. Anybody can hand things asked for over the counter. It takes a salesman to sell something not asked for by the customer."

So far as the public are concerned, the advantages of case goods are patent. The house which buys its soft drinks by the case has them always on tap, as it were. It is much easier, and particularly during these hot summer months, to run down into the cellar and bring up a bottle of grape juice or lime juice or ginger ale, off the ice, than it is to seek the nearest store and buy a bottle at a time. From time immemorial it has been customary amongst certain folk to have ale and beer by the case in the house. Few think of going and buying a bottle of beer at a time. Why not apply the same reasoning to soft drinks? The average person fond of a drink would rather run down to the cellar and get a bottle than have to go out to a store for it.

Then, again, the grocer is anxious to persuade his customers to buy as much as possible. If summer beverages are bought by the case, they can be had on the dinner table. Very often it is "too much fag"—to use a colloquialism—to send out and get two or three bottles for the meal. If it is in the house, it isn't far to go. Consequently the case is used up more quickly, and more orders are sent in to the grocer.

One very good argument for the grocer's more extensive handling of soft drinks—and this applies not only to case goods, but to over-the-counter sales—is that in soft drinks is to be found one line of stuff at which the mail order house can't get. In this country soft drinks are not sold by mail order. There are so many things which are that the grocery merchant welcomes a line that isn't. Here is a chance to beat out the mail order houses. That should be a sufficient spur to expend more and more energy on pushing soft drinks. Let the grocer consider that there is a chance to get a little of his own back, to "put one over" the mail order houses.

Trading Stamps Are a Delusion

If they Cost \$3.50 to Cover Sales of \$100 the Increased Cost of Doing Business Would Be 38 Per Cent.—Retail Business Cannot Afford Such Expenditures—Despite Law Against Their Use, Retailers Are Frequently Getting Into Trouble.

GLARING instances of direct contraventions of the Trading Stamp Act are constantly being brought to the attention of the Canadian Grocer, despite the repeated warnings which have been issued in various ways throughout the Dominion. Grocer and dry goods firms appear to be the chief offenders.

Grocers are often told by customers that the grocer down the street is giving trading stamps.

The grocer begins to wonder if the plan is not a good one to attract trade. The sound business man who does not rush headlong into every new proposition which is brought forward starts in to figure out the proposition for himself. In the first place he wants to know if the giving of trading stamps is legal. He probably recalls having read something in his trade paper regarding the illegality of giving trading stamps. If he has not filed the article, or the issue in which the article appeared he writes to his trade paper and secures without charge, complete details.

In most cases the plan he had thought of adopting was found to be strictly illegal, and if it had been introduced the merchant would, sooner or later, have been brought face to face with the necessity of having to discontinue the giving of trading stamps, or appearing in court to answer a charge of violating the Trading Stamp Act, and if found guilty, paying a fine.

Fines Imposed

During the past few years, a large number of merchants have been prosecuted, and fines have been imposed for violations of the Act.

Merchant Loses in Several Ways

To the unthinking, merely appearing in court and paying a fine of anywhere from \$10 to \$50 for giving trading stamps does not appear to be a serious matter or one that would do a business very much harm. Possibly it alone would not, but there is another side to the trading stamp question.

The merchants who have been prosecuted for violations of the Trading Stamp Act have in all cases been men who had been giving trading stamps for some time. When they were prosecuted and found guilty, they were forced to discontinue giving trading stamps. The result was that a great many customers had on hand partly filled books of trad-

ing stamps, which according to law were not redeemable. The merchants therefore, had to square matters with dozens of dissatisfied customers, and in addition, lose the trade of many more customers, who disgusted with the whole affair did not return to the store to have matters straightened out, but instead transferred their business elsewhere.

Prior to the enforcement of the provisions of the amended trading stamp act, trading stamp companies flourished in Canada, and secured large amounts of cash from merchants who did not appear to realize that the trading stamp proposition as carried on by several companies was a delusion and a snare.

How They Operate

Some idea of the methods in vogue at that time are recalled in an address by Frank R. Connolly, past president National Retail Grocers' Association of the United States. Mr. Connolly spoke before the Wholesale Grocers' National Convention on "Why the Retailer Opposes Trading Stamps." The stamp problem is a live one in many States of the U.S. where trading stamps companies are still allowed to do business. Mr. Connolly said in part:

"At one time trading stamps cost the retailer \$5 a thousand, to be given away with sales amounting to \$100—one stamp with every ten-cent purchase. In later years they have been supplied at various prices; some at \$4 a thousand, others at \$3.50, and some large dealers claim to have purchased them at a lower figure. To the injustice of the smaller merchant, who pays the higher price, the larger dealer, his competitor, is assisted by the trading stamp company in putting the little fellow at a disadvantage.

Suppose a merchant who does a business of \$10,000 a month is induced to adopt the trading stamp plan. Suppose he buys them at \$3.50 a thousand to cover sales of \$100. Suppose they increase his business \$1,000 a month; therefore, the cost of these stamps would be \$385, or 38 per cent. of his increased gross sales. If the increase were \$2,000, his stamps would be costing him \$420, or 21 per cent. of the increased gross sales.

Where Merchants Make Mistakes

The retail business cannot afford such expenditures, even though it be to increase sales. The mistake most merchants make is where they do not

figure that, in addition to the increase in sales trading stamps may bring them, they must also give stamps to their already established trade. The merchant is throwing money away when he advertises to his regular trade that they can now have trading stamps with their purchases, and he thereby immediately adds the cost of the stamps—3½ per cent.—to his cost of doing business.

There are certain articles usually sold at a loss upon which merchants may announce no trading stamps will be given. They are also supposed to give stamps to the good customer who has traded in the store for years, and who seldom complains as to the price or quality of the goods. demands trading stamps when the bill is paid on the first of the month, "just because." And the customer usually gets them, the merchant fearing the loss of this desirable trade. The student of human nature realizes that there are many people who, when receiving "something for nothing," care little as to its real value.

Premiums Have Small Value

Members of retail associations have taken a book filled with stamps to the premium parlor and received for it a glass lamp that experts claim could be purchased at 92 cents in quantities, a vase that could be duplicated in a wholesale way for 89 cents, or a set of silver salad forks that could be duplicated (same quality) for \$1.15; and yet the retail merchant must pay \$3.50, and sometimes \$4 for the stamps necessary to secure these valuable (?) premiums.

The lapses are what have made millionaires of the trading stamp people. Those at one time connected with the trading stamp business have made the positive assertion that the lapses are fully 40 per cent.

Think of it! Four out of every ten of those who begin saving stamps never finish completing the required book of 1,000, and throw them away when half-filled—filled with stamps that the merchant has paid for.

Once a merchant starts giving trading stamps, it is almost impossible for him to discontinue. Many men have failed in business and attributed their failure to the fact that they were forced to continue giving trading stamps or lose most of their business, even though they realized it eventually meant ruin to them. The competitor across the street (not to be outdone) also gives trading

stamps, so there is no advantage to either from the standpoint of a stimulator of trade; therefore, the merchant puts his head in a noose, from which it is almost impossible for him to extricate himself.

A merchant once covered the situation quite thoroughly when he said:

"I do not give trading stamps or coupons. I do not wish to give any portion of my profits to an outside agency which hasn't a cent invested in my business. The people who waste the time to gather stamps are usually 'bargain

hunters' anyway — always looking for the best of it and 'something for nothing,' besides. I am doing an excellent business through my own efforts and do not need assistance from the trading stamp people."

The Retailer Loses

View the trading stamp proposition from any angle and in 99 cases out of one hundred the retailer is the man who loses out when he enters the trading stamp game.

There were very few really sound and successful merchants who were not glad

to see the abolishment of the trading stamp companies' operations in Canada. There are, however, in every community certain merchants who are always looking for get-rich-quick schemes or schemes which will boost sales on short notice. The trading stamp idea appeals to some of these merchants. Without giving the matter the serious consideration it deserves they adopt some form of trading stamp and premium scheme which eventually lands them in the police court and causes an endless amount of trouble to customers.

Palms Add To Store Appearance

Metcalf & Co., of Berlin, Ont., Have Studied the Problem of Store Arrangement and Have Succeeded in Utilizing Their Space in a Most Attractive and Advantageous Manner—Use Display Tables to Good Advantage—Effective Displays of Confectionery.



Interior view of Metcalf's Grocery Store at Berlin, Ont., showing table display made attractive by use of palms. Display of bottled articles is also attractive. Mr. Metcalf is standing to the rear of the table. On the right of the picture can be seen the candy showcases, which form a very important part of the goods of this store.

Snapshot taken by Canadian Grocer representative of the rear end of Metcalf's Grocery Store at Berlin. While the store is not large, the space has been so utilized that there is plenty of space to get around and still have numerous display racks and show cases in the centre of the store. Back of the display of breakfast food is the space enclosed for the office.

THE store of William Metcalf & Co., Berlin, Ont., while it does not cover large space, is utilized to splendid advantage. The arrangement of the interior is most artistic, and is an advertisement for the goods which the firm has to sell. There are two brothers in the company—G. R. Metcalf and W. F. Metcalf.

"We carry a complete line of commodities usually stocked in a grocery store," said W. F. Metcalf, "such as fish, provisions, flour and cereals, fruit and vegetables, bread and pastry, confectionery, toilet soaps, canned goods and other commodities."

Palms for Decorative Purposes

One of the features of Metcalf & Co.'s store is the tasteful arrangement of display counters and tables for goods in the centre of the store. All the space in the store has been utilized, yet there is none of that cluttered appearance. In the centre of the store immediately on

entering the door one's gaze falls on a display table which is decorated with small palm plants. This gives the whole store a touch of the artistic, which is often lacking in many stores. Display bins are arranged at the back of the counter and computing scales are in a handy position, so that customers can readily see them.

The coffee grinder, cheese cutter and meat slicer are also arranged to good advantage. A typewriter in the office further adds to the efficiency of the clerical staff. Altogether the company employs fifteen clerks, and the stock carried by the concern is in the neighborhood of \$17,000.

A great deal of care and thought has been expended by the proprietors in an endeavor to make their attractive store a selling point for their grocery stocks.

The candy display is one of the features of their stock displays, one side of the store at the front being given over

almost exclusively to this branch of the business.



COFFEE FAMINE IN GERMANY

Arthur G. Abrecht, writing from Berlin for the New-Yorker Staats-Zeitung, in discussing the food question in Germany, speaks of the recent addition of coffee and tea to the list of articles taken over by the government. This was made necessary upon discovering early in April that the supply of coffee in trade would last the civilian population barely a month and a half at the average rate of consumption, while the army and navy had only about a four-months' supply. While the amount of tea on hand would have ordinarily lasted about a year, it had to be included together with the coffee in this regulation on account of the abnormal demand that would have arisen for it had the sale of coffee alone been restricted.

Fish Now Used More Extensively

One Merchant in Toronto Asserts Sales Have Doubled Within Past Five Years—People Turning to Fresh Fish for the Sake of Variety in Their Summer Meat Diet—Sources of Supply of Many of Our Summer Fish

INLAND land-lubbers are beginning to cultivate a taste for the products of the sea, if the increase in the consumption of fish is any indication. "During the past five years the demand for fish in our store has at least doubled," said the manager of one of the large Toronto meat stores. "It was five years ago that we started to sell fish in connection with our groceries and meats, and we find the demand has steadily increased every year since that time. It is a business that requires special treatment. But we have been well satisfied with the results.

"One of the big drawbacks is to eliminate wastage in connection with the fish. There is usually a good profit to be had on the commodity of fish when it is handled properly. The essential, of course is to have proper refrigeration during the summer months. With this provision and proper care in handling, there is no reason why the fish business should not be an ever-increasing one for the merchant," said the manager in question.

People on the east and west coasts of Canada have long appreciated the value of being able to have a fish diet during the summer months. And they find their health has been better because they have been able to get a greater variety in their diet. "Fish is not such a heating substance during the summer months," said George Barron, of Robt. Barron Co., grocery and provision dealers of Toronto, who has conducted a fish department in connection with his store for the past fifteen years. "There has been an increased consumption of fish from year to year, which would seem to indicate that people are taking more and more to a fish diet during the summer months. And they are wise in doing so, for the change to a fish diet gives them greater variety. We have our own ice-manufacturing plant, and this gives us a plentiful supply of ice to keep the fish in a fresh condition. During the warm summer months we never keep our fish on the display tables for any great length of time. As soon as the morning shopping hours have passed the fish is returned to the refrigerators and are brought out only when customers ask for the fish."

Ranges of Fish Prices

As an indication of the opportunity for the sale of fish it might be stated that white fish ranges in price from 15 cents to 20 cents per pound retail;

salmon trout from 14 cents to 15 cents; halibut, 18 cents per pound; sea salmon, from 25 cents to 30 cents per pound; haddock and codfish, 15 cents per pound. One of the most popular fishes is the whitefish. These are fresh water fish from the inland lakes and sell at 15 cents to 20 cents per pound.

Where Fish Come From

One of the features that has kept the fish industry in a somewhat backward state at inland places is, of course, the great distance from the sea, both on the East and the West sides of the Dominion. People who live on the coasts have long appreciated the excellent food properties of fish. With rapid transportation and better refrigeration arrangements this knowledge has been seeping inward. Here and there merchants have observed the opportunity for the development of the fish trade, and have added stocks in many instances. "But the fish industry has not developed to anything near like the proportions that it warrants," said the manager of a Toronto wholesale fish store, who has had experience as a fish man in the Old Land. "Fish is a regular diet of the people in the older countries. Even the very small towns have a trade sufficiently large to support an exclusive fish store."

The salmon trout consumed in Ontario comes from Lake Huron, Lake Superior and the smaller lakes in the northern part of the province. It is shipped mostly from Owen Sound and Meaford. Whitefish also comes from Lake Huron and Lake Superior, some of the principal shipping points being Port Arthur and Rosport. Restigouche salmon or Gaspé salmon comes from the eastern seaboard. The season for this fish is now about over. Western salmon from the Fraser River, known as steelhead, also finds its way to the inland market. Halibut comes from the West and East, and cod from the East coast. Quantities of halibut come from the vicinity of Prince Rupert by way of the Grand Trunk Pacific.

Fish Sent by Express

Fish shipments are despatched from the East and West seaboard in express refrigerator cars. The cost of bringing fish from Halifax to Toronto is approximately 1½ cents per pound. Of this amount the Government pays a bonus of ½ cent per pound to assist the development of the fish industry. It will be seen that the Eastern fish have a big

advantage in the central markets when it is known that the express rate from Owen Sound on whitefish and salmon trout is 1¼ cents per pound. The rate on fish from Port Arthur is 2 cents per pound, while the cost of bringing fish from the West coast is 7 cents per pound. The distance from Halifax to Toronto is a day and a half, while from the West Coast it is about four days and a half.

Look for Growing Trade

Dealers in fish in a wholesale and retail way are looking forward to a growing trade in fish. They reason that people are gradually and surely coming to think of a fish diet for the summer months. Once they have the taste cultivated, they will continue to use it as an article of diet during the winter months. From present indications, as shown by the experience of merchants who have been handling fish, there will be a continued and increased demand for this commodity.



JAPAN'S GROWING SUGAR TRADE

"When Japan took over Formosa in 1895," states the American Commercial Attache at Peking, in the daily consular and trade reports of the Department of Foreign Trade and Commerce of the United States, "the island produced 75,000 tons annually of native sugar. This industry has been developed by the Japanese administration until there are now produced in Formosa 350,000 tons annually. Millions of dollars have been invested by the Japanese in sugar mills in the island. Exports of Japanese sugar during the past year were stimulated by war conditions and amounted to considerable. According to the Manchuria Daily News, contracts have now been signed for 31,000 tons for Australia, 3,000 tons for Hong Kong, 15,000 tons for Canada, and 25,000 tons for India, China, Manchuria, and Korea, making the aggregate 74,000 tons for exportation.

"The demand in China amounts to about 80,000 tons, of which it is expected that Japan will supply about 30,000 tons. There are a few modern sugar mills in China, but these are very small. The Chinese Government has given special attention to the sugar industry in the South, where large quantities of cane are grown, but of an inferior quality, and where most of the mills are of crude native construction."

Keeps Double Check on Delivered Articles

Regina Firm States Method Used by Them Has Eliminated Error and Reduced Possibility of Theft—Complete Record of Goods From Time Order is Received Until Placed in Hands of Customer or Returned.

A DOUBLE check delivery system is used by R. H. Williams & Sons of Regina, Sask., which it is asserted eliminates all danger of error, theft and other annoying features of many delivery systems. There is no greater source of loss of trade than a poor delivery system. It is one of the most difficult problems which the large store

cate by the driver himself. In the case of the store goods the clerk in the delivery room makes a copy of the order. In the instance of cellar goods the driver makes the copy of the original order and sees that it corresponds with the goods that he is supposed to deliver.

Deliveries Leave Promptly.

Deliveries are made for the company at 9, 10 and 11 o'clock each morning and at 2, 3 and 4.30 o'clock in the afternoon. The company makes it a point to see that these deliveries start promptly on time. They consider one of the essentials of a delivery system is to have promptness. This is greatly aided by the use of automobile delivery rigs in the paved portion of the city. For the outlying districts where the roads are not so good delivery wagons drawn by horses are utilized.

Double Check On Orders.

By this system it will be noted that there is a double check on all orders that leave the store. First there is the order made out by the clerk as it is given to him by the customer. This order or leaf from the counter checkbook goes to the order room where the order is filled. From there the order goes to the delivery room where the clerk checks it over and makes a copy of the order.

This firm has found that the system works out admirably and in their case they have stated eliminates all danger of error. A complete record of the order is kept from the time it is received in the store until it is delivered into the hands of the customer. On the driver's delivery and C. O. D. sheet

there are spaces for the time of delivery, the driver's number, checker's signature, driver's signature and the amount collected by the driver for the

DELIVERY EXTRAS

This slip must be presented to man in charge of basement before goods can be delivered.

EXTRAS

Name

Street Cellar Man

Driver's No. O.K. by

This form goes to man in charge of basement when such goods as potatoes are ordered.

complete order. The sheet also carries spaces for indicating the department, customer's name, street number, whether or not the order is cash on delivery, the number of grocery items, the number of drygoods pieces, number of sacks, boxes, baskets, whether or not the goods are returned or accepted, to-

C.O.D.

WITH PRIVILEGE OF EXAMINATION

Sticker pasted on parcel when goods go out C.O.D.

gether with a space for remarks on the part of the driver or deliveryman. These records cover the list thoroughly and give an efficient checking system for goods that leave the store.

6'60

CUSTOMER'S VOUCHER

CHECK NO. 47 CLEM NO. DEPT. Amt. of Nat. DUT.

Name

RECEIVED BY R. H. WILLIAMS & SONS, LTD.
THE GLASSW HOUSE
DEPARTMENTAL STORE
REGINA, Sask., 191

M

Sold by Amt. Rec'd

10

47

FOR CORRECTION OR EXCHANGE PRESENT THIS BILL

Form of counter checkbook used by R. H. Williams & Sons, of Regina, Sask., in connection with their delivery systems.

has to face, namely, getting their goods to their customers promptly, without mistakes and to the satisfaction of the purchaser. It takes a smooth-running system and one that has sufficient checks and balances to keep the goods moving forward to their proper destination

In the case of this Regina concern the orders are made out in the counter checkbook and the check passed on to the order department where the order is filled. When the order is made up and parceled out it is then passed on to the delivery room on a moving belt or escalator affair. The delivery room is on the ground floor. When the order arrives in the delivery room it is checked over by a clerk who makes a copy of the order.

Cellar Goods On Separate Order.

For cellar goods such as potatoes and other vegetables there is a special order form. This form is made out in dupli-

R H WILLIAMS & SONS, LTD
REGINA

Driver's Delivery and C.O.D. SHEET

Date: 1911 Delivery Driver's No.

Time	Driver's No.	Driver's Signature	Checker's Signature	Amount paid in \$
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				
TOTAL				

The above represents cash collected this delivery.

No. Checker's Signature Driver's Signature Amount paid in \$

Form used by R. H. Williams & Son, of Regina, Sask., for their drivers on the delivery routes. This keeps a complete record of goods.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY LIMITED.

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atahok, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX

TORONTO, AUGUST 4, 1916

No. 31

HOW FOOD PRICES HAVE GONE UP

A COMPARATIVE study of invoices at the first of the year and at the first of July, from the files of a St. John, N.B., wholesaler, gives at a glance some idea of the effect the upward tendency in the market has had upon prices during the last six months. Sugar, for instance, which was listed at the first of the year at \$6.70 a hundred, now costs \$8.25. Canned beef, which was bought last year by the wholesaler at \$3.50, now costs \$4.50, reaching the consumer at about 40 cents a pound.

Beans, now at the record price of \$6.25 a bushel, show an advance of \$2.25 since the first of the year and are hard to procure at any price. Canned beans have followed suit until they have reached the \$1.75 per dozen mark to the wholesaler, costing the consumer 20 cents a tin, instead of two for a quarter. Jam's have climbed from a \$1.15 a case to \$1.35 and marmalades show an increase for the period of 50 cents a case to the wholesaler.

Other lines of canned goods, including tomatoes, corn and peas, have advanced from an average of about \$2.10 a case to \$2.75. Pickles also show their sympathy with the movement by an advance from \$2 a case to \$2.35. Condensed milk, which has been stationary for several years, has advanced from \$5.60 a case to \$6. All lines of teas show the ten cent advance and thirty cent. package teas no longer appear on the market.

A TRIUMPH FOR CANADA

IN a recent issue of this paper, mention was made of the fact that the Government at Ottawa was watching intently the progress of a bill in the American Congress. This measure aimed distinctly to prohibit the diversion to Canada of the North Pacific halibut trade.

Since the establishment of Prince Rupert as the Western terminus of one of our transcontinental lines, about 35% of the huge North-western halibut catch has gone to the Middle and Eastern States via Canada, where it has been held in bond. This aroused the ire of Seattle fishing interests, who formerly controlled this trade and they sought to get it back by legislation at Washington, which should prohibit bonding, except from one American port to another. The Government at Ottawa has been officially informed of the failure of this bill.

This is a triumph for Canada.

In discussing our very large fisheries as a natural resource, North-western halibut is not always mentioned. It is an important item, however, and the decision of Congress kills any attempt, for the present, to filch it.

CAPITALISING COOLNESS

THESE are the hot days. Everywhere, either at one time or other, the thermometer is registering a high digit, and people are crying out for ways and means of keeping cool. The grocer can do a good deal right in his own store to engender an atmosphere of coolness.

The writer was in a store the other day and two women came in. Said one to the other "This store always looks so nice and cool."

The grocer had achieved something much worth while in presenting a store about which such a remark as that could be made. The store was cool. The walls were painted white and looked clean. All nickel and brass work was bright and shining, and its very cleanliness suggested coolness. An overhead fan was churning up the air. The floors were clean and light in appearance. The whole store was well guarded from the sun's rays by awnings. Even more important,

the grocer and his clerks were all garbed in white duck suits, and they looked the coolest of all.

In conversation the grocer admitted that a number of people remarked how cool his store was. He himself put it down to the fact that everything was scrupulously clean. "I've a passion for cleanliness," he said, "and that is half the battle of coolness, for dirt and heat are often closely associated."

This man had capitalized coolness. It was distinctly pleasant to step from a hot and sunbaked sidewalk into his cool and beshaded store. He has the reputation of having a cool store, and that counts for much. To the customer who notices these things—and her name is legion—the store which was always cool and always clean would appeal. Coolness, therefore, is an asset, if a somewhat intangible one.

LOBSTER IS NOT A LUXURY

SIR George Foster, Minister of Trade and Commerce, has for once, at least, shown himself businesslike in the conduct of his department. He has intervened in the matter of the French embargo on lobsters and cabled the Ottawa Government lately that the same had been removed.

This will mean more to the fishermen of New Brunswick than all the picturesque, verbal prestidigitation in which Sir George has indulged in England anent the dawning of a new Imperialism. It will be remembered that France some short while ago placed an embargo upon imports of lobster, declaring it to be a luxury. There has been a good deal of agitation to secure the removal of this bar, and its removal or permanency was a matter of great moment to New Brunswick and Nova Scotia, whose packers found themselves with forty thousand cases of lobster valued at \$800,000, left on their hands this year instead of being sent to France. The packers and Sir George evidently have been able to demonstrate to the French Government that lobster which retails at 50c a pound is not a luxury, but a more or less cheap food, besides being a solid and good one.

The removal of this embargo is notable for two or three reasons. First, there was indubitably some ill-feeling felt in the Maritimes towards the Government of our gallant Ally when the embargo was announced. That will disappear. Secondly, the embargo beared the market for lobster. Although home consumption, it is reported, is greater this year, it would not take care of that forty thousand extra cases at the same level as usually obtains for the amount of which Canada usually disposes. Thirdly, if the embargo had remained it was on the cards that Britain might have followed suit, also declaring lobster a luxury, and further—to use a vulgarism—"queering" the market.

The effect of the removal of the barrier will not be appreciable so far as rising prices are concerned

Rather it will prevent further declines and should put lobster at about the figure at which it has been sold in other years. Had the embargo remained the price would gradually have declined.

THE EARLY CLOSING LAW

FROM an Ontario subscriber comes a query on the matter of early closing. Says he:—

"If we got the majority of the merchants of this town to sign a petition agreeing to close their stores at ten o'clock p.m. Saturday night, could we have a by-law passed compelling the others to close at that time?"

The answer is Yes. The Factory, Shop and Office Building Act on the Second Revised Statutes, Ontario, 1914, provides, that if an application is presented to a municipal council by a number of merchants, praying for the passing of a by-law requiring the closing of any class of shop situated within the municipality, and three-quarters of the merchants of that class (that is grocers or butchers or bakers or men's wear or booksellers or any others) signed for the closing of the shops, the by-law shall be discussed by the council and automatically become law within a month of the presentation. The thing to do therefore is to see exactly how many merchants selling one particular class of goods are in favor of the measure which is sought.

The letter which heads this article comes from a grocer and deals with the closing of grocery stores in the town. The way which he would go about it, therefore is to test out the feelings amongst other grocers in the town and if three-quarters of them are in favor of a certain closing hour, and the fact is recited in a petition to the town council and 75 per cent. or more grocers sign their names to it, then within a month it becomes law. If and when such a measure becomes a municipal law all grocers in that town must close at the time prayed for in the petition. No grocer may remain obdurate and keep his store open after the closing hour agreed upon by 75 per cent.

EDITORIAL NOTES

MISERY loves company, but a contented mind can stand alone.

* * *

GROCERS in West Toronto complain that on Monday last, the fresh milk companies fell down in supplying them with the usual quantities of milk. Some who have been taking several quarts regularly, were passed up, the companies evidently being more interested in giving an extra pint or quart to individuals. Their grievance is entirely justified. The milk concerns who depend on the grocers for a great deal of their distribution, should give the retailer fairer treatment.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

F. E. Bolin, of the Robin Hood Mills traveling staff, has been transferred to Montreal after six years on the Calgary and Moose Jaw districts.

Ontario

The International Cooperative Co., of Steelton, Ont., has been given an Ontario charter. Capital \$15,000.

The Wednesday half-holiday is growing in popularity in Wingham, and is being pretty generally observed by the townspeople.

The Dominion Butchers' Supply Co., has been granted an Ontario charter. Head office is in Toronto, and capital stock \$40,000.

Two-thirds of the grocers of St. Catharines, are in favor of early closing. They are petitioning for it. The other third is petitioning against it.

Death recently removed one of Chatham's oldest and most highly respected colored residents in the person of Henry Weaver, grocer, of Park street east, after an illness which lasted ten days.

Brantford retail merchants to the number of about 120 made an auto tour to Waterford, Simcoe and Port Dover on Wednesday, August 2, to get in touch with that section, recently opened up by L. E. & N. Railway.

The death occurred of Arthur Bowlby, one of Waterford's most respected and highly esteemed citizens, after being confined to the house for six months. He was reeve of Waterford for 20 years. Since a young man he had been connected with the canning business in this place. Five years ago he received a position of Government factory inspector and retained that until the time of his death.

Hamilton will stiek to daylight saving until Sept 30. This was decided at a recent meeting of the city council when the Daylight Saving scheme was brought up for discussion. Mayor (Capt.) Walters, who was in the city from Camp Borden to attend the meeting, cast the vote which made the balloting a tie, and as such the motion to abolish the scheme at once was lost. The first vote recorded was 9 to 8 in favor of immediate reversion to standard time, but Mayor Walters had not voted, and when asked which way he intended to vote he replied "against the motion."

Western Canada

Mayor N. Holmes, of Claresholm, Alta., has bought the general mer-

chandise and stock of G. W. Gallagher.

Western Distributors, of Saskatoon, Sask., will erect a storage warehouse in the wholesale district of Saskatoon. British capital is behind the new concern.

Harvey, Bailey, of Ashcroft, B. C., who are now carrying on business in their temporary quarters opposite their old site, are arranging for a new brick block, which will be a decided improvement on the old one. The front will be of the most convenient and attractive type. There will be two entrances, and the front will be entirely of plate glass show windows.

A destructive fire occurred recently in the Salteoats Flour Milling Company's premises, Salteoats, Sask., the flour mill and elevator being entirely destroyed. There were ten thousand bushels of wheat in the elevator. The mill was stocked with flour. The damage is estimated around fifty thousand dollars, covered by insurance. The origin of the fire is unknown.

The clash between grocery and fruit stores in connection with the Saturday half-holiday appears to be the chief source of worry of the grocers of New Westminster, B.C. Fruit stores are exempted under the Act, while the grocer, although carrying a similar line, is un-

able to open up. It was also pointed out that the fruit store proprietor could include for sale in his stock, butter and other dairy products, which are also exempted.

This association decided that steps should be taken in conjunction with other associations to approach the Provincial Government and have the matter placed on a more definite basis, clearly defining each clause, and drawing up hard and fast rules. The Government will also be asked to give an opinion on what constitutes a grocery and a fruit store.

In defending B. W. Grant, of 761 Pandora Avenue, Victoria, B.C., against the charge of keeping his store open on Saturday, July 8, in contravention of the Saturday Half-holiday Act, J. A. Aikman, his counsel, argued that the Provincial Legislature was non-existent at the time the statute was passed, and that the latter, therefore, was invalid. Magistrate Jay observed that, in his opinion, the onus was on the defendant to prove that his business came within those exempted. This he had failed to do, so that he would have to be convicted. He was fined \$5 and costs.



PAYING UP.

How lovely is that princely gent who never owes a man a cent that he won't gladly pay; whose glance is not severe and chill when you present your little bill upon collection day. He scans your little bill and cries, "It is a pleasure, bless your eyes, to deal with folk like you, who charge a reasonable price for shredded prunes and boneless rice and other things we chew. Just wind a smile around your neck, while I sit down and write a check with my large fountain pen; you sold me good and honest junk, and I am glad to pay the plunk, the kopeck and the yen." This man may be a homely skate, he may not wear his sideboards straight, his necktie may be red; he may have warts upon his ear, his awkward feet may interfere, and bald may be his head. But men will say he's quite in style; they'll praise the beauty of his smile, the contour of his nose; they'll overlook his features mean, and say, "We've really never seen a man with finer toes." No man is ugly when he hauls his bundle from his overalls, and blithely pays his bill, who pays the tailor for his duds, the washerwoman for her suds, the sawbones for his pills.—Walt Mason.



J. A. McFARLANE, London, Ont.

Mr. McFarlane has been a member of the London Retail Grocers' Association for 10 years. He attended the recent Manitoba R.M.A. convention in Winnipeg. In his own association he holds a reputation of being one of the hard workers.

Sugar Declines: Coffee Firmer

Advance in Latter is Expected—Canadian Sugar Markets Follow New York — Spice Market Firm: Peppers Stronger—Spanish Valencia Raisin Crop is Good: Should Equal Last Year.

Office of Publication, Toronto, August 3, 1916.

THERE have been two events of notable importance in the grocery market during the last week. The one was the rise in flour, which is pretty general the country over, and the other the decline in sugar values. So far as flour is concerned it has, for the most part, followed the trend of wheat values, which have been steadily rising for the last few days. This in its turn is largely due to the prevalence of rust in the Western States and Southern Manitoba. Had flour remained at its old levels it would have been below the wheat market, and general opinion is that millers, unable to believe that wheat firmness could be extensive, held off advancing flour levels for some time. Wheat values, however, at writing, show no tendency to crumble, and flour is therefore legitimately higher. The market is steady, with good business passing for the time of the year. Ontario flour has also advanced for pretty much the same reason.

Sugar declined sharply one day this week, and the trade at first was non-plused. Even now there is a distinct difference of opinion as to the why and the wherefore. New York declined on both raws and refined, however, and Canadian markets, following their practice, also lowered levels. What complicated the situation, however, was that just as refiners here declined their prices, the ammunition explosion in New York caught and destroyed something over 50,000 tons of sugar. This, it was inferred, would have had a strengthening effect on New York, and did so have. The situation in Canada, however, is uncertain and consequently somewhat weak. Seasonable business is passing, but nothing to write home about. So far as sugar for "putting down" is concerned, sugar men generally give it as their opinion that the high price of their commodity has hardly affected the demand from the public in an adverse way. People have—taking it by and large—been buying as much as they needed, whether it was high or no.

Hot weather plays havoc with some prices, notably the price of lemons. These have advanced about 40 per cent. in two weeks, and fruit men can talk of nothing else. To begin with, stocks on hand are slight, and the hot weather has created a tremendous run on lemons for lemonade purposes. A very sharp rise indeed occurred this week, and retailers will remember one last week. Limes too, a line that rarely changes in price, have moved up about fifty per cent. during the week.

The situation in new-laid eggs is firm. Hot weather is very trying and eggs will not keep. Moreover, deliveries are getting slighter now, and hence the advance. Over-ripe creamery butter has meant less of the really A1 grade with consequent up-grade movement in price.

Quebec Markets

Montreal, Aug. 2.—The satisfactory general condition of both the wholesale and retail grocery trade continues, although the hot weather has adversely affected sales in general. There has been a noticeable falling off in city business in the last few weeks coincident with the very hot weather that has prevailed, and the consequent migration to the

country where an active trade in excess of last year's is reported.

A feature of the week is the announcement of an advance in the freight rate from Vancouver to Montreal of 22½c per 100 lbs., and 20c from California points. A new development that promises to have far-reaching effects is the announcement that fermented and de-alcoholized wines are to be introduced extensively on this market with a view to capturing and increasing the declining store traffic in liquors.

SUGAR.—Market has declined 20c, and extra granulated is now \$8 per 100

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—

All California fruits up.
Cabbage and peas decline.

PRODUCE AND PROVISIONS—

Compounds down ¼c.
Smoked meats up 1c.
Cooked meats up 1 to 2c.
Butter and eggs firmer.

FLOUR AND FEED—

Flour up 40c.
Bran up \$1.
All lines very strong.

FISH AND OYSTERS—

Demand curtailed.
Haddock scarcer.
Lobsters up.

GENERAL MARKETS—

Sugar down 20c.
Baked beans up 10-15c.
Coast freight rate up 20c.
Nuts revised upward.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour advanced 40c.
Bran up \$1.
Big demand for mill feeds.

FRUIT AND VEGETABLES—

Lemons up \$2-\$3.
Raspberries, season poor.
Few Astrachans in.
Tomatoes in better supply.
Blackcap prices firm.

FISH AND OYSTERS—

Western salmon higher.
Lobsters off market.
Whitefish higher.
Salmon trout firm.

PRODUCE AND PROVISIONS—

Cooked meats firm.
Pig demand for jellied meat.
Eggs up 1c.
Butter prices firm.

GENERAL GROCERIES—

Sugar declines 20c.
Coffee firm.
Spanish Valencia raisins good
Spice market firm.

MANITOBA MARKETS.

FLOUR AND CEREALS—

Rust in spring wheat.
Mills not buying flour.
Mill feeds unchanged.

PRODUCE AND PROVISIONS—

Live hogs \$11 cwt.
Lard expected higher.
Butter unchanged.
Cheese and eggs steady.

FRUIT AND VEGETABLES—

Local potatoes coming.
Plums still firm.
Peas and beans plenty.
Market well supplied.

GENERAL GROCERIES—

Sugar steady.
Corn syrup up 10c.
Advance in molasses.
Prune prospects good.
Japanese beans selling.

lbs., except in case of one group of local interests, which continues to quote at old range of prices, although accepting all offered business at the new. Decline occurred as result of same in raws and refined in New York, where there has since occurred the destruction by fire of over 50,000 tons of refined sugar, which has caused an advance of 15c there, but which is thought in some quarters to be only of a temporary nature. The decline has alarmed trade in general, so that market is inclined to weakness, but owing to the general exhaustion of old stocks of cheap sugar there is considerable activity in spite of the weakness present.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 00
20 lb. bags	8 10
2 and 5-lb. bags	8 30
Extra Ground Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Yellow Sugars—	
No. 1, 100 lb. bags	7 60
Dark yellow, 100 lb. bags	7 40
Bright yellow, bbls. only, cwt.	7 85
Powdered Sugars—	
Barrels	8 15
50 lb. boxes	8 35
25 lb. boxes	8 55
Paris Lump—	
100 lb. boxes	8 60
50 lb. boxes	8 70
25 lb. boxes	8 90
Crystal Diamonds—	
Barrels	8 60
100 lb. boxes	8 70
50 lb. boxes	8 80
25 lb. boxes	9 00
Cartons	9 25
Half cartons	9 95
Crystal Dominoes, cartons	9 45

MOLASSES AND SYRUPS.—Market for molasses is very strong, and owners of stocks in the Islands this week asked 56½c as against the going rate of 55c and that of 52c prevailing a month ago. This feeling is said to be based on a shortage of supplies that is developing there. Local supplies, although greatly below requirements, have been much more plentiful lately, otherwise the general condition and prices remain unchanged.

Trade in corn syrup continues active, and market is very strong as result of advances in corn, which if followed in case of syrup would show a 25c to 50c increase per case.

Barbadoes Molasses—	Fancy.	Choice.
Punchons	0 59	0 51
Barrels	0 62	0 64
Half barrels	0 64	0 66
For outside territories prices range about 3c lower.		
Coast lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb. 3½c; ½ bbls., 4c; ¼ bbls.	0 04½	
Pails, 8¾ lb., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ¼ doz. in case	2 80	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 5½c; ¼ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case	4 80	

DRIED FRUITS.—No actual price changes have occurred, but market generally is in a fluid condition, with developments apparently under way. New English and American candied peels will be ready to deliver from now until August 15. There is a lack of active business reported from Coast points,

where the struggle of conflicting interests to dominate prices still constitutes the first feature of the market. Recent developments have been in favor of buyers, but prune growers are still holding out for the higher prices, which the trade as stubbornly refuses to accept. Some packers are now offering new crop goods at lower prices than the growers, and this fact is taken as indicative of the state of the market, although actual buying is at a standstill, a condition that in a lesser degree also prevails locally. Raisins are quiet, with all quotations on Sultanas and Thompson's seedless still withdrawn owing to having been sold out. Currants maintain their strength to such an extent that a recent offer of a large shipment was refused, as it was found impossible to dispose of them at the going rate.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 09½
Apples, choice winter, 50-lb. boxes	0 09
Apricots	0 14
Nectarines, choice	0 11½
Peaches, choice	0 08
Pears, choice	0 13½
DRIED FRUITS.	
Candied Peels—	
Citron	0 24
Lemon	0 20
Orange	0 19
Currants—	
Filiatras, fine, loose, new	0 14
Filiatras, packages, new	0 15
Dates—	
Dromedary, package stock, old, 1-lb. pkg.	0 10
Paris, choicest	0 12½
Hallowee, loose, new	0 09½
Hallowee, 1-lb. pkg.	0 09
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09½
Cal. bricks, 16 oz.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 50
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 11
40 to 50, in 25-lb. boxes, faced	0 10½
50 to 60, in 25-lb. boxes, faced	0 10
60 to 70, in 25-lb. boxes, faced	0 09½
70 to 80, in 25-lb. boxes, faced	0 09
80 to 90, in 25-lb. boxes, faced	0 09
90 to 100, in 25-lb. boxes, faced	0 08
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscateles, loose, 3-crown, lb.	0 09
Muscateles, 4-crown, lb.	0 09½
Cal. seedless, 16 oz.	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½
Choice seeded, 16 oz. pkgs.	0 10½
Valencias, selected	0 11
Valencias, 4-crown layers	0 11½
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.	

DRIED VEGETABLES.—Prices for beans remain unchanged, purely nominal, very high, and the range of them based on the extremity of the individual need, which is in most cases very urgent. Other ruling factors remain as before, with scarcity as the chief factor in the market, and an actual absence of beans from the stocks of some large wholesalers, and first-class stocks are said to be non-existent for all practical purposes.

Beans—	
Canadian, 3-lb. pickers, per bushel	6 00
Canadian, hand-picked	5 90
Canadian, 5-lb. pickers	5 60
Yellow eyes, per bushel	5 70
Lima, per lb.	0 08
Peas, white soup, per bushel	3 25
Peas, split, bag 98 lbs.	5 00
Barley, pot, per bag	3 25
Barley, pearl, lb.	0 04½

SPICES.—Prices and other factors of importance are unchanged, with an active but irregular business reported from

New York and with pepper firming up. Trade is fairly active locally, with no signs of price weakness occurring, and primary markets reported in good shape.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins. lbs.
Allspice	0 16	0 09	0 23
Cassia	0 27	0 85	0 35
Cayenne pepper	0 28	0 35	0 35
Cloves	0 30-0 32	0 90	0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochiti	0 25	0 31	0 31
Ginger, Jamaica	0 28	1 15	0 29
Nice	0 80	1 00	1 00
Nutmegs	0 45-0 45	0 45	0 80
Peppers, black	0 28	0 85-0 90	0 36
Peppers, white	0 35	1 15-1 20	0 37
Pastery spice	0 22	0 95-1 20	0 29
Pickling spice	0 18-0 22	0 23	0 23
Turmeric	0 21-0 23	0 23	0 23

Lower prices for pails, boxes or bails when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	0 13	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded coconut, in pails	0 21	0 23
Pimento, whole	12-15	12-15

NUTS.—There has been a general revision of the quotations on nuts with advances of about 1c per lb. in almonds, walnuts and filberts, and a slight decline in case of pecans as result of depleted stocks and the firmness that has developed at primary points during the past few months for September business, particularly in the case of walnuts. Japan peanut crop is reported as sold up.

Almonds, Tara, new	0 17	0 18
Grahables	0 17	0 18
Marbols	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 16	0 17
Filberts, shelled	0 17	0 17
Pecans, large	0 19	0 20
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

COFFEE.—Prices and other factors of importance remain unchanged with primary prices backing and filling within the 1½c range that has governed for some months past. Local prices are steady and trade normal.

Coffee, Roasted—	
Bogotas, lb.	0 27
Jamaica, lb.	0 33
Java, lb.	0 33
Maracaibo, lb.	0 23
Mexican, lb.	0 23
Mocho, lb.	0 33
Rio, lb.	0 18½
Santos, lb.	0 21
Chicory, lb.	0 12

TEA.—Local prices remain practically unchanged, but the easier tone that has developed of late continues to grow in strength, and the benefit of lower prices at primary points is now beginning to be felt in the new bookings made by local importers. There is a good market for Jap sittings and fannings in Quebec province, and prospects continue favorable. Home market on Japan is the same as last week, for price and cable advices continue to speak of good quality and such shipments as are coming forward are being accepted as satisfactory.

RICE AND TAPIOCA.—Rice prices continue to be unchanged, with no new developments of any kind to report. Business continues to be fair in this

line, and the undertone of market is very strong without, however, any active indication of this factor having any immediate effect on market. The chief feature of market continues to be a hopeful feeling on part of the trade that this line will develop the strength warranted by its position on the market to-day. Tapioca is steady and unchanged.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50

Fancy Rices—	
Mandarin, Patna	4 50
Pearl	5 00
Imperial Glace	5 70
Sparkle	6 30
Crystal	5 00
Snow	5 20
Ice drips	5 30

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.
Bags, 224 lbs.	0 06
Half bags, 112 lbs.	0 06½
Quarter bags	0 06½
Velvet head Carolina	0 08
Sago, brown	0 06½
Tapioca—	
Pearl, lb.	0 10
Seed, lb.	0 10½

CANNED GOODS.—Market continues to develop strength in proportion as the shortage of available supplies grows more pronounced on basis of short stocks and new crop. Demand is active, particularly in case of vegetables, but definite prices cannot be had on new crop tomatoes or corn. Tomato shortage is most keenly felt, and recent sellers of stocks are having difficulty in replacing same. Baked beans in 1, 2 and 3-lb. talls have advanced from 10c to 15c per doz.; the opening price for strawberries in 2-lb. tins is from \$2.07½ to \$2.10 per doz., although American goods are cheaper at \$1.92½ to \$1.95 per doz. for 2-lb. 25 per cent. syrup and \$1.25 for 10 per cent., and there is a scarcity reported of 2, 2½ and 3-lb. Canadian canned pears on this market. Freight rate from California has advanced 20c per 100 lbs. and 22½c from Vancouver to Montreal.

Position of fish lines remains unchanged, with salmon reported increasingly scarce and high.

Ontario Markets

Toronto, Aug. 3.—The features of the week in the Ontario markets have been the advances in flour, lemons, eggs and butter. Flour has advanced 40c per barrel during the week owing to the continued rise in the price of wheat. Reports of rust in the Western United States and in Southern Manitoba have operated to send the wheat quotations gradually upward. Millers apparently held off their advance in flour until such time as they saw there was not a chance of wheat taking a slump in price in the near future. Wheat cutting in Ontario is quite general this week. Harvesting has been early. Many farmers have

found it necessary to leave off haying in order to get their wheat out. Hay, hay, hay! There has been so much of it this year that farmers are almost tired of taking it in.

SUGAR.—A decline of 20c was recorded in the sugar market on Saturday of last week and went into effect Monday of this week. All grades have accordingly been marked down. The decline was made by one of the leading Canadian refiners and the other refiners have followed their lead. At the time of writing one of the sugar companies had not yet reduced their prices, but it is understood they will follow down also. This was the first change recorded in the sugar market since May 5. The market has been stagnant, and it is asserted by reliable authorities that the market would appear to be supported about as long as it could be in the face of a disappointing demand.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 06
20 lb. bags	8 16
10 lb. bags	8 21
2 and 5-lb. cartons	8 26
Nova Scotia refined, 100-lb. bags	8 06
New Brunswick refined, 100-lb. bags	8 06
Extra Ground Sugars—	
Barrels	8 41
50 lb. boxes	8 61
25 lb. boxes	8 81
Powdered Sugars—	
Barrels	8 21
25 lb. boxes	8 61
Crystal Diamonds—	
Barrels	8 66
100 lb. boxes	8 81
50 lb. boxes	8 86
Paris Lump—	
150 lb. boxes	8 76
50 lb. boxes	8 86
25 lb. boxes	9 06
Yellow Sugars—	
No. 1	7 76
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Reports from the Barbadoes are to the effect that the crop of sugar cane has come suddenly to a close and that the output for the season has been less than expected. This should tend to stiffen prices in fancy Barbadoes. Quotations of last week prevail.

Corn Syrups—	
Barrels, per lb., 4c; ½ bbls., 4½c; ¼ bbls.	0 04½
Pails, 35½ lbs., \$1.95; 25 lbs.	1 51
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ½ doz. in case	3 45
Cases, 20 lb. tins, ¼ doz. in case	5 00
Cane Syrups—	
Barrels, lb., 54c; ½ bbls.	0 65½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43

TEAS.—Advices from London are to the effect that the tea market has recovered due to heavy buying in recent sales. No advances have been recorded. The Indian market is reported to have opened little easier. It is expected there will be a shortage in China blacks and consequently a higher price is looked for in these grades.

COFFEE.—The market for all coffees is very firm. Dealers are looking forward to a heavy export from America to England as soon as the least chance for peace has been manifested. An advance of 3 to 4 cents per pound is looked for by certain interests as soon as there is

a definite prospect of the cessation of hostilities. Until such times as those developments take place the prices are expected to hold firm at present levels.

Coffee, Roasted—	
Bogotas, lb.	0 27
Jamaica, lb.	0 25
Java, lb.	0 38
Maraicao, lb.	0 25
Mexican, lb.	0 27
Mocha, lb.	0 33
Rio, lb.	0 19
Santos, Bourbon, lb.	0 24
Santos, lb.	0 21
Chicory, lb.	0 12

SPICES.—Cream of tartar for future deliveries in September and October is quoted cheaper. But the quotations for present stocks on hand hold firm at present prices. The situation in the spice market shows signs of a little more activity each week. A large consumption is looked for in August and September due to the fact that it is the pickling and preserving season.

	Pure, lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 50
Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	0 91
Nutmegs	0 40
Pastry	0 33
Pickling spice	0 22
Pepper, black	0 29
Pepper, white	0 37
Nutmegs, select, whole	0 40
Mustard seed, whole	0 28
Celery seed, whole	0 45
Coriander, whole	0 13
Caraway seed, whole	0 28
Spice, pickling, whole	0 20

BEANS AND PEAS.—A big demand continues for beans for use in the army and in camps. High prices prevail but it is next to impossible to get beans to fill the needs. The bean crop for the present year is in poor shape. The acreage is good but the hot weather has dried the beans up and prevented them from growing.

Beans, Japanese, hand-picked, bushel....	5 60
Prime	5 00
Peas, blue, bushel	3 50
Split	5 00

DRIED FRUITS.—Reports from Spain state that the new crop of Valencia raisins is showing up well and promises to be about double that of last year, or about 15,000 tons. The British Government has restricted the amount of dried fruit that may be imported into the United Kingdom to 50 per cent of that of last year. As the crop was very small last year consequently the small shipments that will be permitted to England will leave from 10,000 to 11,000 tons available for other markets. Against this factor are lower exchanges and higher freight rates, both of which tend to enhance the sterling value in foreign markets. The new crop, while it has not yet been quoted, is expected to be about 15c to the retailer.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Std., 25's, faced	0 15	0 15½
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 20	0 22
Orange	0 18	0 20
Citron	0 25	0 27
Currants—		
Filiatras, per lb.	0 16	0 16

Matras, per lb.	0 16	0 17
Vostizias, choice	0 16	0 17½
Cleaned, ¼ cent more.		
Dates—		
Farda, choicest, 12-lb. boxes	0 09½	0 10
Farda, choicest, 60-lb. boxes	0 09	0 09½
Pa. ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 14	
40-60s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-90s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ¼ cent more.		
Peaches—		
Choice, 50-lb. boxes	0 09	
Std.s, 60-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10	0 10½
Seeded, choice, 1 lb. packets	0 09½	0 10
Seedless, 12 oz. packets		6 13
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

RICE AND TAPIOCA.—Tapioca prices are easier. Lower prices are being quoted for September deliveries. The rice market is not active at the present time. A large demand is expected in September. Prices for tapioca are a cent to a cent and a half lower.

Rice—		
Rangoon "B," per cwt.	4 50	
Rangoon "OC," per cwt.	4 40	
Rangoon, fancy, per cwt.	5 55	
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 09	0 09½
Seed, per lb.	0 09½	0 10

NUIS.—Reports on the almond crop in Spain state that in some districts it is a failure, while in others it shows an improvement. The average is expected to be about the same as last year. Scarcity of tonnage, however, may operate to make a higher price. Other nuts remain unchanged in price. There is very little demand at this season of the year.

CANNED GOODS.—All canned goods continue firm. Tomatoes are all cleaned up from the factories. Salmon is getting cleaned up rapidly, cohoes especially being scarce. With reports of a light pack on the West Coast for sockeyes, it looks like higher prices. Reliable authorities assert that retailers buying spot stocks of salmon at present prices should save money. Peas and corn hold firm.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases 4 doz., per doz.	2 75	
½ flats, cases 8 doz., per doz.	1 75	
Pike cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	0 97½	
Cohoos, 1-lb. talls	1 20	
Red Springs, 1-lb. talls	1 90	
Humpback, ½-lb. tins	2 00	
	0 50	
Canned Vegetables—		
Tomatoes, 3's	1 40	
Peas, standards	1 00	
Early June peas	1 05	
Corn, 2's, doz.	1 00	
Corn, fancy, doz.	1 15	

Manitoba Markets

Winnipeg, July 31.—The general tendency is for higher prices in all lines. It is true that sensational advances are not in order but little advances here and

there occur very week and are not set off by occasional reductions.

Wholesalers are well satisfied with sales and collections and business in the West is on a very satisfactory basis. The war has eliminated any tendency on the part of either wholesaler or retailer to engage in risky business. There is much so-called "hand to mouth trade," but it is better that such should be the case than that there should be inflated buying and selling leased on prospects rather than real conditions.

Western crop conditions though generally good are not absolutely satisfactory. Black rust has made its appearance in several large areas and hot muggy weather is not likely to check it. It is, of course, impossible to estimate the damage, but the damage exists. Features of interest are advances in corn syrup, currants and white beans. Spices are dear. The market is well supplied with nature vegetables of good quality.

SUGAR.—Prices are steady and the demand heavy with the opening of the preserving season. The trade generally looks for an advance leased on eastern conditions.

Sugar, Eastern—	Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (169-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 50
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	9 95
Yellow, in bags	8 40

SYRUPS.—An advance of 10 cents on corn syrup went into effect early in the past week. The high price of corn is giving a very firm tone to all corn products. An advance in molasses is, however, due to the general firmness of the sugar market. In the meantime trade in these lines is light.

Corn Syrup—	
2s, per case 2 doz.	3 68
5s, per case, 1 doz.	3 43
10s, per case, ½ doz.	3 31
20s, per case, ½ doz.	3 32
½ c. barrels, by the lb.	0 05

B. C. Cane Syrups—

2-lb. tins, 2 doz. to case, per case	4 65
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 70
New Orleans	0 37
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.00; 6 x 10 lb., \$2.55.	

DRIED FRUITS.—Prospects in California are reported good for the prime crop and it is said that growers have

also large stocks on hand. The Association has complete control of the output and any reduction in prices is improbable. At the same time the story of the Valorization Committee seems to be forgotten and the prune trust may become too greedy to its undoing. Currants are dear and difficult to procure. Other lines are steady.

Dried Fruits—		
Evaporated apples, choice, 5½s	0 07½	
Evaporated apples, choice, 25s	0 04	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25s	0 12½	
Apricots, choice, 25s	0 14½	
Apricots, choice, 10s	0 15½	
Peaches—		
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 06½	
Currants—		
Filiatras, dry cleaned	0 13½	0 15½
Vostizias, dry cleaned		
1 lb. package Amalias	0 16½	
2 lb. package	6 29	0 33
Dates—		
Hallowes, loose, per lb.	0 09	
Hallowes, 12-oz. pkgs.	0 08½	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10½
16 oz. choice, seeded		0 10½
12 oz. fancy, seeded	0 06	0 08½
12 oz. choice, seeded		0 07½
Raisins, Muscatels—		
3 crown, loose, 25s	6 06½	
3 crown, loose, 50s	0 08½	
Raisins, Cal. Valencia—		
25-lb. boxes	0 09	
50-lb. boxes	0 09½	
Prunes—		
90 to 100, 25s	0 07½	
80 to 90, 25s	0 07½	
70 to 80, 25s	0 06½	
60 to 70, 25s	0 06	
50 to 60, 25s	0 06½	
40 to 50, 25s	0 10½	
Peels—		
Orange, 1b.	0 17½	0 18½
Lemon, 1b.	0 18	
Citron, 1b.	0 21½	

SPICES.—Prices on spices are steady with a firm undertone and there is a normal. On the whole it is a featureless market.

Allspice, ground	0 11½	0 14½
Cassia, ground		0 22
Cream of tartar, 80% guaranteed	0 56	0 58
Cloves, whole		0 26
Cloves, ground		0 28
Ginger, Jamaica, ground	0 22½	0 23½
Nutmegs, ground	0 28	0 30
Pepper—		
Ground, black, 10-lb. boxes	0 27	
Ground, white, 10-lb. boxes	0 31	
Whole, white	0 31½	

RICE AND TAPIOCA.—Hot weather has somewhat improved demand. Prices are steady and no changes anticipated.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	0 05½	
No. 2 Japan, per lb., 100-lb. bags	0 04½	
Siam, per lb., 100-lb. bags	0 04½	
Patna, per lb., 100-lb. bags	0 07½	
Carolina, per lb., 100-lb. bags	0 08½	
Sago, pearl, sacks, per lb.	0 08	0 08½
Tapioca, pearl	0 08½	0 09

COFFEE.—There is nothing to report.

Coffee—		
Green, choice, No. 7 Rio	0 14½	
Green, choice, No. 5 Rio	0 15½	
Green, Santos	0 18½	
Roasted Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Maracaibo, green	0 19	0 20
Chicoory, lb., Canadian, 14-lb. tins	0 10½	

DRIED VEGETABLES.—The only beans on the market are Japanese whites which are of good quality but high in price. There is a slow trade in them at \$5.10 per bushel.

Beans—		
Japanese white beans, bushel	5 10	
California Lima Beans—		
24-lb. sacks	0 07½	
Barley—		
Pot, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 30	
Peas—		
Split peas, stock, 98 lbs.	6 50	
Whole peas, bushel	3 30	

PRODUCE AND PROVISIONS

Winnipeg

All hog produce is very firm, live hogs selling around 11 cents per lb and shipments only moderate. Under these conditions all lines of cured meats are advancing. Lard is steady but must soon follow other lines. Butter, cheese and eggs are unchanged.

Hams—		
Light, per lb.	0 23	6 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 23	0 25
Breakfast, select, lb.	0 22	0 27½
Backs, per lb.	0 25	0 27
Dry Salt Meats—		
Long clear bacon, light	0 17½	
Cooked Meats—		
Hams, boiled, per lb.	0 32½	
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	0 35	
Barrelled Pork—		
Mess pork, bbl.	34 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13½	
Tubs, 5s, net	6 74	
Pails, 2s, net	2 80	
Butter—		
Fresh made creamery, No. 1	0 28	0 29
Creamery, No. 2	0 28	
Best dairy	0 22	
No. 2 dairy	0 20	0 21
Cooking	0 16	0 18
Eggs—		
Fresh	0 22½	
Cheese—		
Ontario, large	0 19½	
Ontario, twins	0 20½	

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, Aug. 2.—Butter is now 32-34c. New B. C. cheese is 19c. Ontario Twins are up to 19¾c. Local fresh eggs are 35c. Hams (medium) are 23½c. Bacon (light) is 25-26c. Beans (green and wax) are 13c. Green onions are 25c. Onions by the crate are \$4. New potatoes, 1¾c. Oranges are up to \$3.75 and \$4.75. Apples (new Gravenstein) are worth \$2.75.

Produce and Provisions—

Butter, creamery, per lb.	0 32	0 34
Butter, New Zealand, lb.	0 40	
Cheese, per lb., large, 19c; twins	0 19½	
Cheese, Stilton, lb.	0 23	
Eggs, local, fresh	0 35	
Lard, 3's, per case	8 55	
Lard, 5's, per case	8 45	
Lard, 10's, case	8 40	
Lard, 20's, each	8 30	
Hams, mild	0 23½	
Hams, picnic	0 14½	
Bacon, light	0 25	0 26
General—		
Apples (Gravenstein)	2 75	
Almonds, shelled, lb.	0 42½	
Cream of tartar, lb.	0 55	
Cornmeal, ball	3 00	
Flour, best patents, per bbl.	7 70	
Grapefruit, Florida, case	6 60	
Lemons, box	5 00	
Potatoes, Ashcroft, per ton	20 00	30 00
Potatoes, local, ton	15 00	16 00
Potatoes, new	0 01½	
Potatoes, sweet	0 12	
Rolled oats, ball of 80 lbs.	2 80	
Onions, green	0 25	
Oranges, new, navel, box	3 75	4 75
Rice, 50's, sack	1 90	
Sugar, standard gran., per cwt.	8 90	
Walnuts, shelled, lb.	0 45	
Walnuts, Manchurian, lb.	0 14	0 16
Canned Goods—		
Apples, gals., 6-case	1 62	
Beans, 2's	2 10	
Corn, standard, per 2 doz. case	2 15	
Peas, standard, per 2 doz. case	2 10	
Plums, Lombard, 2's, case	1 90	
Peaches, 2½'s, case	4 00	
Strawberries and raspberries, 2's, case	4 50	
Salmon—		
Sockeye, 1's, 4 doz. case	9 00	
Sockeye, ½'s, 8 doz. case	10 75	
Pinks, 1's, 4 doz. case	4 00	
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	0 12	
Prunes, 70-80, 25's, lb.	0 08	
Currants, per lb.	0 12	
Raisins, seeded, lb.	0 09½	
Peaches, per lb.	0 06½	
White figs, per lb.	0 07½	

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Aug. 2.—Weather conditions here are ideal. Jobbers report business is very brisk. Sugar declined 20c a hundred on July 29. New York market shows a very strong appearance, and this is partially the cause. Eggs are 20c doz. Lard, pure and compound, shows a strong tendency. Considerable flurry in flour market is reported. Several big millers report an advance of 15c in 98's, making the price now \$3.50. There is a noticeable advance in California evaporated fruits. Peaches, 8¾c; prunes (90-100), 7¾c; apricots 17¼c. There is a slight decline in cheese, despite Eastern advance, jobbers quoting 18¾c-19¼c.

General—

Beans, small white Japan, lb.	0 08	
Flour, No. 1 patent, 98's	3 50	
Molasses, extra fancy, gal.	0 77	
Rolled oats, ball	3 00	
Rolled oats, 80s	2 60	
Rice, Siam, cwt.	3 90	
Potatoes, local, per bush.	0 40	
Sago and tapioca, lb.	0 09	
Sugar, pure cane, granulated, cwt.	9 15	
Shelled walnuts, finest halves, lb.	0 38	
Shelled walnuts, broken, lb.	0 28	
Produce and Provisions—		
Cheese, No. 1 Ontario, large, per lb.	0 18½	0 19½
Butter, creamery, lb.	0 32	
Butter, No. 1, dairy, lb.	0 23	
Lard, pure, 5s, per case	10 15	
Bacon, smoked backs, per lb.	0 23½	
Bacon, smoked bellies, per lb.	0 26	
Lard, pure, 3s, per case	10 35	
Eggs, new laid, per doz.	0 20	
Eggs, new laid, per doz.	0 22	
Eggs, case	6 75	7 00
Canned Goods—		
Tomatoes, 3s, standard, case	3 10	
Tomatoes, gals., case	2 25	
Corn, 2s, standard, case	2 25	
Peas, 2s, standard, case	2 45	
Apples, gals., Ontario, case	1 95	
Strawberries, 2s, Ontario, case	4 90	
Raspberries, 2s, Ontario, case	4 50	
Salmon, finest sockeye, tails, 48x1s, cs.	9 65	
Salmon, pink, tails, 48x1s, per case	4 25	
Lobster, 1½s, per doz.	3 00	
Dried Fruits—		
Currants, lb.	0 13½	
Evaporated apples, 50s, per lb.	0 10	
Peaches, choice, 25s, per lb.	0 08½	
Apricots, choice, 25s, per lb.	0 17	
Pears, choice, 25s, per lb.	0 14	
Prunes, 90-100	0 07½	
Sultana raisins, Cal., extra fancy	0 15	
Valencia raisins, Cal., lb.	0 10	

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Aug. 2.—Sugar dropped 20c a hundred yesterday, but the market firmed up again. Retailers are making good-sized purchases. Evaporated apricots are now offered at 9c; all other dried fruits are firm excepting prunes, which are rather unsteady. The flour market is firm. Creamery butter is up 1c this week. Ground black and white peppers are advancing steadily. Corn (2's) quoted at \$2.45. Lemons are sky high and quoted now at \$9.50 a case. Oranges are \$5.25-\$6.

General—

Beans, small white Japan, lb.	0 08½	
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	0 75	
Rolled oats, ball	3 00	
Rolled oats, 80s	3 05	
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 50	0 60
Sago and tapioca, lb.	0 10	
Sugar, pure cane, granulated, cwt.	9 05	
Shelled walnuts, finest halves, lb.	0 49	
Shelled walnuts, broken, lb.	0 30	
Produce and Provisions—		
Cheese, No. 1 Ontario, large, per lb.	0 18½	0 19½
Butter, creamery, lb.	0 32	
Butter, No. 1, dairy, lb.	0 23	
Lard, pure, 5s, per case	10 30	
Bacon, smoked backs, per lb.	0 23½	
Bacon, smoked bellies, per lb.	0 25½	
Lard, pure, 3s, per case	10 60	
Eggs, new laid	9 00	
Eggs, No. 1	8 00	

Canned Goods—

Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 45
Peas, 2s, standard, case	2 45
Tomatoes, gals., case	2 35
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	10 00
Salmon, pink, tails, 48x1s, per case	4 50
Lobster, ½s, per doz.	3 00

Dried Fruits—

Currants, lb.	0 15
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07½
Apricots, choice, 25s, per lb.	0 17½
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 08
Sultana raisins, Cal., extra fancy	0 15
Manchurian shelled walnuts	0 30

Fresh Fruits and Vegetables—

Oranges, Val. box	5 25	6 00
Lemons, box	9 50	
Raspberries, crate	2 60	3 00

NEW BRUNSWICK MARKETS

By Wire.

St. John, Aug. 2.—Business throughout the province is up to the usual summer standard, but is feeling effect of the customary haying-time slackness. A rise in flour and a drop in sugar are the chief features of the market during the past week. Changes are as follows: Corned beef, \$2.50 to \$3; cornmeal up to \$2; Ontario flour, \$6.85; white beans are worth \$5.75 to \$6. Currants are up to 15c to 15¼c. Rice drops to \$4.75 to \$5.25. American clear pork, \$33.75 to \$34. Manitoba flour advances to \$7.75. All grades of sugar are off 10c a hundred. Molasses is higher at 60c and 61c. Pork and beans is worth \$4.

Produce and Provisions—

Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	0 17	0 21
Beef, corned, 1's	2 50	2 60
Pork, American clear, per bbl.	33 75	34 00
Butter, dairy, per lb.	0 25	0 26
Butter, creamery, per lb.	0 30	0 32
Eggs, new laid, per doz.	0 30	0 32
Lard, pure, lb.	0 18½	0 19½
Cheese	0 17	0 17½

Flour and Cereals—

Cornmeal, gran.	6 35
Cornmeal, ordinary	2 00
Flour, Manitoba, per bbl.	7 75
Flour, Ontario	6 85
Flour, buckwheat, western, 98-lb. bag	3 50
Rolled oats, per bbl.	6 25

Fresh Fruits and Vegetables—

Apples, box	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	5 00
Potatoes, new, bush.	1 00	

Sugar—

Standard granulated	8 15	8 20
United Empire	8 05	8 10
Bright yellow	7 95	8 00
No. 1 yellow	7 75	7 80
Paris lumps	9 15	9 20
Beans, white, per bush.	5 75	6 00
Molasses, Barbadoes, gal.	0 60	0 61
Cream of tartar, per lb.	0 51	0 53
Currants	0 15	0 15½
Pork and beans, case	4 75	
Rice, per cwt.	4 75	5 25

A NEW WINE.

Plans are reported under way for the manufacture for use in Canada and the U. S. of a line of fermented but de-alcoholized wines, the invention of which has been stimulated by the large area that is coming under prohibitory laws. This wine, it is stated, will find a ready market amongst the liquor consuming public but is non-intoxicating and free from all injurious constituents. It will be distributed through the drug and grocery trade in both countries.



FRUIT AND VEGETABLES



Plums, Pears and Peaches are Short

Fruit Season Two Weeks Early in United States—Lemons Make Big Advance—California Fruits Limited

Montreal

FRUIT.—Extremely hot weather has stimulated general fruit business so that there is a big demand and prices are high and some lines are suffering as result of same, and limited supplies. There is a big demand and a shortage of supplies of plums, pears and peaches, partly owing to the fact that the season has been two weeks early in the States, and prices have advanced 50c, \$1.25 and 40c respectively. Supply of other California fruits is so limited that buying has been greatly restricted by the consequent high prices. Lemons have advanced on an average of about \$2 and are quoted in a general way at \$7 with some private sales reported at as high as \$9 per case. California variety is out of market and very little business is passing in lemons. Oranges have advanced 25c and California seedless are selling for \$5, and other varieties are out of the market. Lake St. John blueberries have arrived on market and are selling at \$2.50 per 16 qt. box. Raspberries are unchanged with an active business reported.

Apples, Red Astrachan	1 75
Apples, Early Williams	1 75
Bananas, bunches	2 25
Bananas, bunch	2 75
Cantaloupes, per crate	4 50
Cherries, crates	2 50
Cherries, black, eating, 6-qt. basket	1 00
Cherries, red, eating	0 75
Cherries, red, sour	0 75
Grapefruit, 46-54-64-80-96	0 50
Gooseberries, per gal.	7 00
Blueberries, per box	0 40
Blueberries, Lake St. John, 16 qt. box	1 25
Blueberries, Lake St. John, 16 qt. box	2 50
Lemons—	
Verdellis	7 00
Messina, 300 size, box	6 50
Oranges—	
Calif. Seedless	5 00
Plums, 4 basket crate	2 50
Peaches in baskets, 6 to crate	3 00
Peaches	2 40
Pears, Calif., per box	5 25
Pineapples, 18-24 and 30-36	3 00
Raspberries, Canadian, 6-qt. pail	0 75
Limes, per box	1 25
Watermelons,	0 50

PRICE DECLINES RECORDED

FOR MANY VEGETABLE LINES

Montreal

VEGETABLES.—There is a good demand for all vegetable lines, partly owing to continued warm weather which has also increased supplies and quality of goods offered is being well maintained, but the only price changes noted are declines. Montreal cabbage has declined

and is selling for 50c per dozen as result of large increase in supplies, peas have declined and are selling for 75c per 20-lb. bag, and parsley is down to 25c per doz. Old beets have disappeared from market and new stuff at an unchanged price of 50c per doz. are the only kind available, and are in large quantity. Montreal beans at 50c per 20-lb. bag are now on the market, and green top celery has disappeared, although the Montreal variety is plentiful. There are plenty of new potatoes at more reasonable prices now so that demand for old stuff no longer exists. Large quantities of home grown tomatoes of good quality are appearing now so that this is expected to be the last week for Jerseys, and the first new corn is expected in this week.

Beans, Mel, 20-lb. bag	0 50
Beets, new, per doz. bunches, Montreal	0 50
Cabbage, Montreal, per doz.	0 50
Carrots, bag	0 75
Carrots, new, per doz. bebs.	0 25
Cauliflower, Montreal	1 50
Celery, per doz.	0 75
Cucumbers, Montreal, per doz.	0 50
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 25
Garlic	0 30
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 40
Curly lettuce, doz.	0 15
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00
Onions—Spanish onions, per crate	5 50
Parsnips, new, per doz. bebs.	1 00
Parsley, Montreal, per doz.	0 25
Peas, Montreal, per 20-lb. bag	0 75
Potatoes—	
New, per hbl.	3 50
Montreal, Red, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 00
Green Mt.	2 00
Sweet, hamper	1 75
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25
Spinach, Montreal, box	0 50
Turnips, new, per doz. bebs.	0 75
Turnips, bag	1 50
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 75
Tomatoes, Jersey, per crate	1 50
Watercress, Boston, hothouse, doz.	0 75
Watercress, Canadian, doz.	0 30

Spectacular Rise of \$3 in Lemons

Sold as High as \$10 Per Case During Week—Prices Have Doubled In Two Weeks

Toronto

FRUITS.—The centre of interest in the fruit market during the past week was again in lemons. A spectacular rise in price of \$3 per case was recorded and lemons sold from \$9 to \$10 per case. Last week the price jumped from \$5 to \$7 and some of the wholesale men predicted at that time that lemons would reach \$8 per case. With the soaring to \$10 per case in the face of the continued hot weather the rapid rise has taken

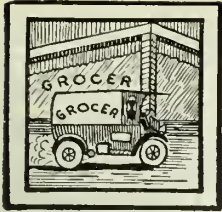
the wind from some dealers' sails. Continued hot weather has been the contributing factor, together with a shortage of supply. Raspberries have been a poor crop on the whole and are expected to be off the market in the near future. Continued hot weather caused a disappointment in this crop. Blue berries are reaching the market in better quantities. Late Crawford peaches are now in the market and are being sold at \$1.75 per case. A few red Astrachan apples from the United States are now in and are being sold at \$2 per hamper. Blackcaps are a trifle more plentiful and are selling at 11 to 13c. Elberta peaches, 65 to 90 peaches in a case, were quoted at \$1.50. A few thimbleberries are in, the price being 15c to 18c a quart.

Apples, American harvest, hamper	1 75	2 00
Apples, Early Duchess, Can., basket	1 60	1 60
Bananas, bunch	1 50	2 25
Blackcaps, qt.	0 11	0 13
Cantaloupes, Georgia	2 75	3 25
Cantaloupes, Cal.	0 75	0 90
Cherries, Can., 11-qt.	0 40	0 50
Cherries, Can., 6-qt. basket	0 75	0 75
Cherries, Oxbrights	0 75	1 00
Gooseberries, 11-qt. basket	0 75	0 75
Grapefruit—		
Cuban, case	4 50	4 50
Oranges—		
Late Valencia, case	5 00	5 25
Grapes, Cal., case	3 25	4 25
Lemons, Verdill, case	9 00	10 00
Limes, per 100	1 75	2 00
Raspberries, red, qt.	0 13	0 15
Peaches, California, box	1 25	1 50
Peaches, Georgia, hamper	3 00	3 25
Peaches, Elberta, 6-basket crate	3 00	4 00
Pears, boxes	3 00	1 50
Peaches, Elberta, case	1 75	1 75
Peaches, Crawford, late, case	1 75	2 25
Plums, 4 baskets	0 15	0 18
Thimbleberries, qt.	0 15	0 18
Watermelons	0 60	0 75

VEGETABLE SUPPLY A VERY LIMITED ONE

Toronto

VEGETABLES.—The vegetable market during the week has been in a slump. Dealers have found it hard to get many lines. All the ills are attributed to the continued hot weather. Some new articles are reaching the market. White turnips are being sold in 11-qt. baskets at 30c. Vegetable marrows are quoted at \$1 per dozen, and new corn is selling at 20c per dozen. Some large crates of Spanish onions, containing 120 pounds, are in the market, and are being quoted at \$4.50 to \$5. Forty-pound boxes of Spanish onions are being quoted at \$1.60 to \$1.75. Tomatoes from Ontario are reaching the market in good shape, and in good quantities. They are being quoted at \$1 to \$1.50 per 11-quart basket, a considerable reduction from last week. Ontario potatoes are not yet coming to the market. American news are selling at \$3.65 per barrel. (Continued on page 29.)



FISH AND OYSTERS



Warm Weather Sends Fish to Deep

Supplies of Lake Fish are Limited —
Lobsters are Going Up
Steadily in Price

Montreal

FISH.—The extremely hot weather has curtailed dealer demand for fish, more particularly in fresh lines. Supplies are erratic, plentiful in some lines and short in others. Fresh haddock is very scarce with no relief in sight and salmon is none too plentiful. Halibut is in good supply with prices well maintained. Supplies of lake fish are limited and no large cargoes are expected on market for some time owing to warm weather driving fish to deep water and thereby restricting fishing. Lobsters are going up steadily owing to the restrictions of the closed season on all the regular fishing districts cutting off supply which now depends on the ponds. Trade in oysters, clams, shrimps and crabs is very quiet but is slightly better in pickled and salt lines. Green cod and herrings are now offered at about the same prices as prevailed last year and a few shipments are reported on the way. No reports are yet out on the quantity of pickled salmon and trout available for market later on.

SMOKED FISH

Haddies, per lb., new cured	..	.69
Haddies, fillets, per lb.	..	.12
Digby herring, box	..	0 75
Smoked boneless herring, 10-lb. box	..	1 30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, per lb.	..	0 30
Prawns, Imperial gal.	..	2 25
Shrimps, Imperial gal.	..	2 25

FRESH SEA FISH

Halibut	..	13 —14
Haddock, fancy, express, lb.	..	06 —07
Mackerel, medium, each	..	20
Mackerel, per lb.	..	10
Steak, cod, fancy, express, lb.	..	08
Flounders	..	6
Flounders, New York	..	9
Salmon, Western	..	15 —16
Salmon, Gaspe	..	16 —17

FRESH LAKE FISH

Carp, lb.	..	0 09
Pike, lb.	..	6 08
Perch	..	0 10
Whitefish, lb.	..	0 13
Lake Erie whitefish	..	0 03½
Herrings, each	..	0 05
Herrings, lb.	..	0 13
Lake trout	..	0 08
Eels, lb.	..	0 14
Dore	..	0 14

Fine Western Fish in Eastern Market

Quality of Sockeye Stated to Be Exceptionally Good—Run Reported Light—Whitefish Up

Toronto

FISH.—A shipment of Western sockeye salmon reached this market during

the week and is reported of exceptionally fine quality. This Western fish comes to the Toronto market cleaned with heads off and packed well in ice. The fish reach the market in a firm state and make a very attractive meat article. This salmon is selling at 16c per pound. The western salmon is in marked contrast to the Eastern or Gaspe product which comes to the market with heads on and other fixtures. The demand for the Western salmon has been good. The season for Gaspe salmon on the other hand is about over, the quantities reaching this market at the present being very limited. Salmon from the West coast is now in the ascendancy. Lobsters are now about over. There has been very little demand for them during the past week, although the season has kept up remarkably well as compared with other years. Prices for whitefish and salmon trout have stiffened a trifle during the week. There was a big catch during the months of June and July, and the amount now reaching the market is somewhat more limited. Carp and perch are practically off the local market. Mackerel is also off.

SMOKED FISH.

Haddies, per lb., new cured	..	0 09
Haddies, fillets, per lb.	..	0 10
Digby herring, box	..	0 16
Smoked boneless herring, 10-lb. box	..	1 25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	..	6 45
Shrimps—	..	
1 gallon	..	1 25
2 gallons	..	2 40
4 gallons	..	4 00

FRESH SEA FISH.

Halibut	..	0 13
Haddock, fancy, express, lb.	..	0 07
Steak, cod, fancy, express, lb.	..	0 09
Flounders	..	0 07
Flounders, New York	..	0 07
Salmon, Western	..	0 16

FRESH LAKE FISH.

Pike, lb.	..	0 08
Whitefish, lb.	..	10-11
Herrings, lb.	..	0 07
Lake trout	..	10-11

FISH BREEDING IN CANADA

A new Government white-fish hatchery is to be established at Kingsville, Ont., a town on Lake Erie. Fish breeding in Canada has assumed considerable proportions in recent years. These hatcheries are in every province, their total being 65. From them come the fish and fry which are distributed by the million each year in the various waters throughout the country. The varieties bred are Atlantic salmon, Pacific salmon trout, cutthroat trout, Kamloops trout, whitefish pickerel, shad, lobsters, etc. Both commercial and sporting species, it will be seen, are handled, but the tendency now is for the Dominion to let the provinces look after the sporting varieties.

FRUIT AND VEGETABLES

(Continued from page 28.)

Cabbage, Canada, case	..	1 75	2 50
Beets, doz.	..	0 50	0 50
Beans, green	..	0 50	0 75
Beans, wax	..	0 51	0 75
Carrots, new, doz.	..	0 30	0 30
Cauliflower, case	..	4 00	4 25
Celery, Canadian, dozen	..	0 50	0 50
Cucumbers, hamper	..	2 25	2 25
Cucumbers, basket	..	0 75	1 25
Onions—	..		
Yellow, American, 50-lb. hamper	..	2 25	
Spanish, crate 15 lbs.	..	1 60	1 75
Spanish, crate 120 lbs.	..	4 50	5 00
Green, doz. bunches	..	0 20	0 30
Lettuce, leaf, doz.	..	0 15	0 25
Lettuce, head, dozen and half	..	0 75	1 00
Parsley, 11 qt. basket	..	0 40	0 40
Peppers, green, basket	..	0 60	1 10
Potatoes—	..		
Ontario, bag	..	1 99	
New, barrel	..	3 40	3 65
Tomatoes, Canadian, 11-qt. basket	..	1 60	1 60

Peaches Going Down in Price

Manitoba Local Potatoes Beginning To Reach Market at 2½c Pound—
Native Cabbage Coming Along.

Winnipeg

Fruits and Vegetables.—Peaches are down to \$1.50 per crate and apricots to \$1.75, but plums are still holding up in price. Wholesalers look for liberal supplies of stone fruits at moderate prices. Ontario preserving cherries are plentiful at 75 cents per basket. In the vegetable market Manitoba new potatoes are beginning to come in at 2½ cents per lb. and native cabbage is taking the place of imported lines.

Fresh Fruits—

Apples, Washington, basket	..	0 75
Bananas, lb.	..	0 04½
Cherries, 24 pt. box	..	4 50
Cherries, Ontario, basket	..	0 75
Cantaloupes, crate	..	6 75
Grapefruit, case	..	6 00
Strawberries, B.C., case 24 pts.	..	3 50
Valencia oranges, case	..	5 50
California lemons	..	6 50
Plums, crate	..	2 25
Peaches, crate	..	1 50
Raspberries, crate	..	3 50
Apricots, crate	..	1 75
Watermelons	..	7 00

Vegetables—

Beets, per doz. bunches	..	0 20
Beans, green, lb.	..	0 05
Cabbage, new, dozen	..	0 60
Peppers, per basket	..	0 75
Mushrooms	..	0 90
Carrots, dozen bunches	..	0 20
New potatoes, lb.	..	0 02½
B.C. potatoes	..	0 90
Alberta potatoes	..	0 90
Garlic, per lb.	..	0 25
California head lettuce, case	..	4 00
California onions, sacks	..	5 00
Mississippi toatoes, crate 4 baskets	..	1 25
Green peas, lb.	..	0 05

Winnipeg

Fish—	..	
Fresh salmon	..	0 16
Fresh halibut	..	0 11
Steak, cod, per lb.	..	0 09
Lake Winnipeg whitefish	..	0 09½
Fresh finnan haddie	..	0 11
Kippers, per box	..	2 00
Fresh lake trout, per lb.	..	0 13
Blouters, per box	..	2 00
Salt mackerel, 20-lb. kit	..	3 00
Pickarel, lb.	..	0 16
Smoked gold-eyes, doz.	..	0 50
Poultry, Live—	..	
Fowl	..	0 23
Broilers	..	0 35



FLOUR AND CEREALS



Flour Made Two Advances in Week

**First Patents Now Selling at \$7 Barrel
Uncertainty Prevails—
Demand Is Active**

Montreal

FLOUR.—Market has made two 20c advances during the week and is now \$7 a bbl. for first patents and others in proportion as per list. Tone of market is very strong, but conflicting conditions rule so that some uncertainty prevails. Demand is extremely active from all quarters, and dealers who had previously been holding off for lower prices are now scrambling for old prices as stocks in country have been very low for some time and further advances are being covered in this way.

Winter wheat lines have advanced from 10c to 20c per bag, and although there has been a general strengthening of this line it has in no sense paralleled the activity in spring wheat lines. Tone of market is firm but buyers continue to show some caution.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 00
Second patents	6 50
Strong bakers	6 30
Winter Wheat Flour—	Car lots Small lots
Fancy patents	5 95 6 20
90 per cent. in wood	5 50 5 75
90 per cent. in bags	2 50 2 60

HOT WEATHER SHUTS OFF DEMAND FOR ROLLED OATS

Montreal

CEREALS.—Prices and other factors of importance remain unchanged. Amount of business passing continues to be comparatively light particularly in rolled oats since recent hot spell but prices continue to be fairly well maintained.

Commeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90 in jute
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	19 per cent.
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 60
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 35
Rye, flour, bag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FARMERS ARE FEEDING MORE BRAN TO STOCK

Montreal

FEEDS.—Bran has advanced \$1 per ton, and feed wheat 10c per bag. Other prices are unchanged, but there is an extremely active demand in all lines without exception based on the strong flour

market, and the fact that hot weather has so affected pastures as to create additional feed demand.

Mill Feeds—	Per ton
Bran	22 60
Shorts	24 00
Middlings	26 00
Wheat middles	30 00
Feed flour, bag	31 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 60
Feed oats, Manitoba, bush	0 57
Feed wheat, bag	2 00

Flour Advanced 40c Bbl. During Week

**Continued Rise of Wheat Forced Millers to Increase Price—Wheat
Went Up to \$1.34 Bushel**

Toronto

FLOUR.—During the past week the price of flour advanced 40 cents a barrel and is now selling at \$6.90 in car lots or \$7.10 in small lots. The movement upward was in two stages of two 20-cent advances each on Thursday and Friday of last week. Millmen assert that the rise has been due to the continued reports of damage to crops in the Western United States and in Southern Manitoba by reason of rust. This has kept the price of wheat steadily advancing. Millers have been holding off advances in the face of the upward trend in the hope that wheat prices would again become steady. Demand for flour is a trifle better than normal. Millers, however, are not buying wheat in large quantities, providing only for immediate requirements. There is an uncertainty in the flour market over the future. Harvesting in Ontario has been quite general during the past week. Wheat harvesting has come on so fast that farmers in many instances have found it necessary to drop their haying operations. The extra big crop of hay has kept them very busy right into the wheat harvest.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, of 2 bags
First patents	7 10	6 90
Second patents	6 60	6 40
Strong bakers	6 40	6 20
Ontario winter wheat flour, 90 per cent.	5 00	4 30

WHEAT FOODS GO STILL HIGHER FOLLOWING WHEAT

Toronto

CEREALS.—With further increases in the price of wheat from \$1.29¼ per bushel to around \$1.34, the price for all wheat cereals have also gone up. The movement is of course in sympathy with the advancing price of wheat. Graham

flour is now being quoted at \$3.30 per 98-lb. sack, as compared with \$2.75, recent quotations. Whole wheat flour is now being sold at \$3.30. Wheatlets are now quoted at \$3.55.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	5 00	3 25
Commeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 30
Hominy, granulated, 98 lbs.		3 60
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		3 25
Oatmeal, granulated, 98 lbs.		3 40
Peas, Canadian, boiling, bush.		2 95
Rolled oats, 90-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 30
Wheatlets, 98 lbs.		3 55

BRAN GOES UP IN PRICE

\$1.00 PER TON

Toronto

FEEDS.—There has been an enormous demand for all mill feeds during the week. With the continued dry weather farmers have had to feed more extensively to their cows in order to keep up the milk supply. Grass has dried up and contains very little nourishment. Bran has consequently increased \$1 per ton, and is now selling at \$22 a ton. Feed flour has also advanced as a result of the increased price in the better grades of flour.

Mill Feeds—	Mixed cuts per ton
Bran	22 00
Shorts	24 00
Special, middlings	26 00
Feed flour, per bag	1 60 1 80
Oats—	
No. 3, Ontario, outside points	0 52 0 53

Mills Not Buying Wheat on Advance

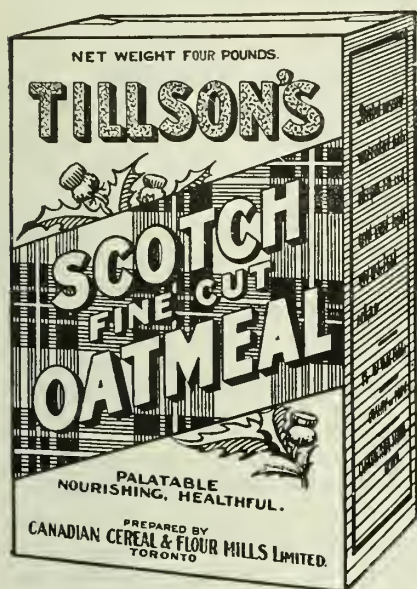
**Advancing Wheat Prices Beginning To
Ease Up—Flour and Mill
Feeds Unchanged.**

Winnipeg

FLOUR AND CEREALS.—At the time of writing there is some ease up to the steady advance in wheat which was largely speculative on reports of black rust in spring wheat areas in the United States and also in Southern Manitoba and Saskatchewan. The mills have not been buying on this advance and flour and mill feeds are unchanged in price.

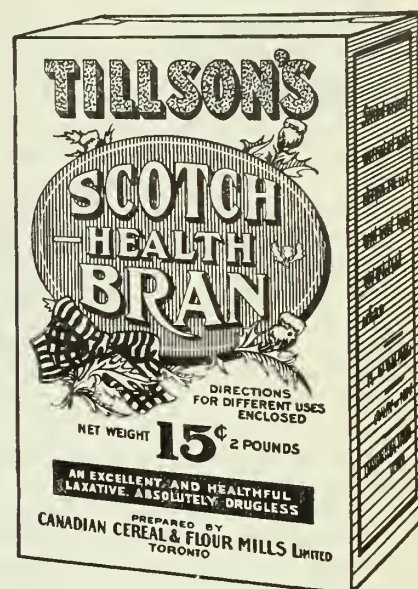
Flour—	
Best patents	6 60
Bakers	6 10
Clears	5 40
XXXX	4 40

As we go to press a wire from Winnipeg says: "All flours up 50c. Feeds tending up."



TILLSON'S
household favorites—the Canadian Products,
made in Canada
by Canadians.

Big Sellers Everywhere.



Tillson's Rolled Oats
A Food—Not a Fad

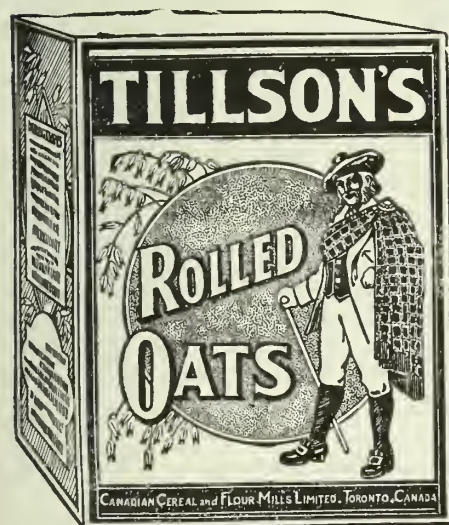
**Tillson's "Scotch"
Health Bran**

**Tillson's "Scotch" Fine
Cut Oatmeal**

Rainbow Flour
—for bread



Gold Seal Flour
—for pastry



Quality, then Price

**CANADIAN CEREAL
& FLOUR MILLS CO.**
LIMITED

TORONTO . . . CANADA



The Proper Handling of Bacon

That Evaporation is The Thief of Profits is the Experience of Toronto Grocer—He Watched His Sales and Proved It—Cuts Bacon Three and Four Times a Day Instead of a Lot at Once—A Booster for a Meat Slicer: He Enumerates The Reasons Why.

A GOOD many grocers lose out on the handling of provisions, in the opinion of "Ferguson's" Grocery Store, at Scarboro Beach, Toronto, because they don't attend to the leaks which occur. "It isn't a matter only of how much money you make," said Mr. Ferguson, to Canadian Grocer, recently. "It's equally a case of how much loss you can avoid."

"Bacon," we suggested.

Mr. Ferguson nodded. "That's one of the most important lines, and one in which leakages are common. Take my own case. Before I got wise to what was going on the conviction became strong in me that my bacon wasn't a paying line. I would compare my purchase price from time to time with my total receipts from bacon sales. I knew what these amounted to, for I kept a record of various special lines in my store. As a matter of fact I wanted to systematize my business, and the knowledge of how much profit I made on certain lines was one step thward. Well, I found, as I say, I was paying more for my bacon than I was getting back from my customers for it. I'm not in business for my health any more than are the people I pay for my bacon. I began to be curious as to why bacon was a losing game for me. I priced it according to grade, and according to quality—as to whether it was side or back bacon. These prices were based each week upon the current levels at which bacon was wholesaled. The fault, therefore, was not in my price. It was high enough. Where then was I losing out?"

Evaporation the Thief

"I found one day that evaporation was the thief of my profit. It was in the summer time. I would cut up a lot of bacon, sometimes far more than enough to do for a day's sales. One morning I cut a certain amount, the weight of which I knew. I then served all customers that day who wanted bacon, and served them exactly. Thus I knew how much I had sold. I deducted that from the weight I had cut up in the morning. The result was about half a pound shy. The amount I had cut was eight pounds or so. In other words I had lost a pound of bacon out of the eight pounds I cut. That is by

the ravages of atmosphere I had been robbed of six and a quarter per cent. of my bacon that day. Figure that up for six days a week and fifty-two weeks a year, and it became immediately apparent why I wasn't making any money on bacon. No wonder. Half a pound lost on every eight pounds cut is enough to drain me of every cent of legitimate profit, even though I placed my selling price reasonably high, consistently with buying price."

"How did you get over it?" Mr. Ferguson was asked.

"Very simply. In future I cut enough to last me three hours or so. When that was done I would cut some more. Thus I spent a little extra time a day cutting bacon but it saved me money. I no longer had stacks of bacon lying in my case or on the counter getting dried by the torrid atmosphere."

Other Gains

That is only one gain which Mr. Fer-

guson made by cutting his bacon oftener. Not only did he save loss by evaporation but he was able to present the bacon in a fresher and more appealing condition to his customers. No woman wants bacon which has been cut for eight hours or more. It looks dry and wilted. That fresh meaty look has given place, by that time, to a dried-up and dull red, heavy tint, which is certainly not appetising.

Values His Bacon Slicer Highly

Mr. Ferguson would not be without a bacon slicer. He points out that it cuts his bacon for him evenly, so that the slices are regular and of a similar thickness—or rather thinness—all through. More than that, of course, it is expeditious. It is quick in its action. It is also clean, and does not muss up the hands of the grocer or his clerk using it. The old way of cutting bacon does.

At the rear of "Ferguson's" Grocery Store is a refrigerator. Here all butter is kept. Cooked meats are sometimes there. Sometimes they are altogether in the provision department which is located at the front of the store, just as one walks in. There is a meat slicer. Glass cases, with enamel shelves, are provided for meats, and these look very appetizing in their cleanness and whiteness. Cheese is also kept near the rest of the provisions. Mr. Ferguson told the writer he believed in pushing provisions. They are at least one-third of his aggregate turnover each month.



CATALOGUES AND BOOKLETS

"The Packer" is a house organ put out by the William Davies Company. Its July issue contains some useful hints for grocers as to writing and placing their advertisements in the dailies in their towns. Disquisitions on the smoked meat trade and business in cooked meats contain useful hints for the grocer. The series on butchering, describing the cutting up of lamb and mutton for the retail trade is continued.



Clerk (impatiently)—What is it, little girl?

Little Girl—Why—er—mother sent me for a pound of butter, but since you are so rushed, I guess a half a pound will do as well.

Have You a Reliable Provision Dealer?

One on whom you can depend for a uniformly high quality, prompt filling of your orders at lowest prices and rapid deliveries?

The quality of Kavanagh provisions is the highest obtainable; your orders are filled with the utmost care, whether they are given personally or over the telephone.

Judicious and expert buying enables us to maintain a uniform and high quality in all our departments, and our unusual purchasing facilities enable us to keep our prices the lowest possible.

Kavanagh Cooked Meats

are a great help to the housewives during the warm weather. They save many hours over a hot stove. ROAST PORK, ROAST BEEF, ROAST VEAL, ROAST LAMB, JELLIED OX TONGUE, JELLIED VEAL, JELLIED PIGS' FEET, ENGLISH BRAWN, PRESSED HAM, BLOOD PUDDING, ROAST TURKEYS AND CHICKENS, Etc.

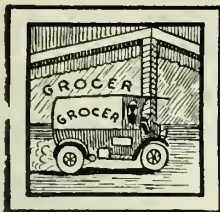
We would appreciate your patronage for Meats, Butter, Cheese, Eggs, Fish, Vegetables, and other provisions. A trial order to demonstrate how well we can serve you is all we want today. You will call again.

KAVANAGH PROVISION CO.

PHONES—UPTOWN 4620
UPTOWN 4621

Cor. Bleury and Ontario

An ad. used by a Montreal dealer featuring provisions. Notice the prominence with which the large type lines stand out.



PRODUCE AND PROVISIONS



Provision Prices Trend Upward

Cooked Meats Have Gone Up 2c Per Pound and Smoked 1c—Warm Weather Demand

Montreal

PROVISIONS.—There is a higher trend noted throughout the provision market, partly owing to the warm weather which has had greatly stimulated demand in cooked and smoked lines, and accentuated the shortage that has developed with many packers. Smoked meats have advanced 1c, and cooked from 1c to 2c; shortening has declined $\frac{1}{4}c$, and is $14\frac{1}{2}c$ in 375 lb. tierces. Lard remains unchanged. The general tone of whole market is active. Clear fat backs have advanced $\$2$.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.		0 22
Backs—		
Plain, bone in	0 24	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 18	
Shoulders, bone in	0 16	
Shoulders, boneless	0 17	
Cooked Meats—		
Hams, boiled, per lb.	0 36	
Hams, roast, per lb.	0 38	
Shoulders, boiled	0 26	0 28½
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		
Heavy short cut mess	30 00	
Heavy short cut clear	32 00	
Clear fat backs	35 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 375 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. gross	0 17	
Cases, 10 lb. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Lard, Compound—		
Tierces, 350 lbs. net	0 14½	
Tubs, 50 lbs. net	0 14½	
Tins, 50 lbs. net	0 14½	
Pails, wood, 20 lbs. net	0 15	
Pails, tin, 20 lbs. net	0 15½	
Cases, 10-lb. tins, 60 in case	0 16	
Cases, 3 and 5-lb. tins, 60 in case	0 15½	
Bricks, 1 lb. each	0 16½	
Hog—		
Dressed, abattoir killed, cwt.	16 25	

EXPORT OF BUTTER MAKES PRICES SLIGHTLY HIGHER

Montreal

BUTTER.—Market is slightly higher owing to export demand and the decrease in supplies that has resulted from the hot weather affecting the flow of milk. Receipts for week were 15,761 boxes, and show a decrease as compared with the previous week. Quality continues to be well maintained in spite of large export demand and stocks held and consumed here are said to be equal to last year's in this respect. Latest quo-

tations were 29c at St. Hyacinthe and 30½c at Cowansville boards, and finest creamery is now 32c in Montreal.

Butter—		
Finest creamery, fresh made	0 32	
Dairy prints	0 26	
Dairy, solids	0 25	
Separator prints	0 26	
Bakers	0 23	

WIDE RANGE IN EGG PRICES HAS DEVELOPED

Montreal

EGGS.—Local demand for eggs is quiet and hot weather is greatly restricting export demands, but general tendency of prices is upward, although a wide range in them is noted, and the quoted prices are purely nominal. In some districts as low as 24c loss-off is paid for store eggs while guaranteed new laids are bringing 30c in Montreal.

Eggs, case lots—		
No. 2's	0 24	0 26
No. 1's	0 29	0 30
Extras	0 33	

CURTAILED PRODUCTION IN CHEESE IS EXPECTED

Montreal

CHEESE.—Prices are unchanged, but market during past week has shown unsteady tendencies. A curtailed production is expected to follow the present warm weather, and this fact in conjunction with the present good export business is expected to have some effect on the market, and the undertone is noticeably steadier in consequence. Receipts for the week were 88,850 boxes and showed an increase over the previous week.

Cheese—		
1916 make	0 16	0 17
Stilton	0 22	
1915 make	0 20	

INDICATIONS POINT TO LARGER POULTRY SUPPLY

Montreal

POULTRY.—Prices are practically unchanged and market for live stuff remains steady. Supplies during past week, showed slight falling off owing to farmers having been busy with hay and other crops. General reports indicate that quantity of poultry, particularly of chickens will be much larger than last year, and in the course of a few weeks the season's marketing is expected to be in full swing. Frozen stuff is entirely out of market.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks	0 26	
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30	
Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 60	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30

Fresh Stock, Dressed—		
Fowls, large, per lb.	0 25	
Fowls, small, per lb.	0 23	
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks, young	0 28	0 34
Ducks, old, per lb.	0 13	0 20
Geese	0 13	0 15
Broilers	0 25	0 27

FIRST CONSIGNMENT OF NEW HONEY COMING IN

Montreal

HONEY.—Prices are unchanged and interest centres on activity in new crop goods. Producers in country are beginning to offer supplies and all indications point to a good crop of which quality is reported to be first-class and possibly the best in years.

Honey—		
Buckwheat, tins	0 09½	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12½	
Strained clover, in 5-lb. tins	0 12½	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

Jellied Meats Have Been in Demand

Hot Weather the Cause—Honey Crop Is Biggest and Best for Years—Good Butter Hard to Get.

Toronto

PROVISIONS.—The demand for all cooked meats continues good, one of the best seasons for these articles being recorded. Jellied meats have been very popular during the past few weeks, the consumption of this class being large. Cooked meats of all kinds have had a good sale, but the demand for smoked meats has been somewhat easier. There is very little demand for barreled mess pork, this article being practically off the market.

Toronto

Hams—		
Light, per lb.	0 24½	0 25
Medium, per lb.	0 23½	0 24
Large, per lb.	0 22½	0 23
Backs—		
Bacon—		
Plain	0 25	0 29
Boneless, per lb.	0 27	0 30
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 24	0 29
Roll, per lb.	0 19	0 21
Shoulders, per lb.	0 19	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 35	0 36
Hams, roast, per lb.	0 35	0 36
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19

Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.,	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	6 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Liv.	11 50	11 75
Dressed, abattoir killed.	16 50	17 00

HARD TO GET REAL**GOOD BUTTER SUPPLY****Toronto**

BUTTER.—There has been a big difficulty to get a supply of real good butter during the past week. Creameries have continued to experience the difficulty of having to take over-ripe cream. Due to the hot weather the farmers have been unable to get their cream to the factory in good condition. Prices for creamery butter have consequently advanced 1c per pound. There has also been a larger demand for creamery butter on account of the inability of the farmer's wives to mold the butter into prints. One grocer in the town of Milton stated that last week was the first time in fifteen years that he had not secured a pound of butter from the farmers. It was impossible for them to mold it. Real first-class butter has consequently been worth a trifle more and poor butter has been worth less. In order to get good butter at the present dealers are having to draw on their storage supplies.

Creamery prints, lb.	0 30	0 32
Creamery, solids	0 30	0 31
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE EXPORT STILL**CONTINUES TO BE HEAVY****Toronto**

CHEESE.—Prices for cheese during the past week held firm and advanced a half cent per pound. There has been a heavy export for the consumption of the troops and this has been the deciding factor in the market. New large is now being quoted at 17½ to 18c. The stocks of old cheese are very small and holders have but to name their own prices for this particular class.

Cheese—		
Cheese, large, per lb.	0 17½	0 18
New, twins, per lb.	0 17½	0 18½
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22½	
Sept., triplets, per lb.	0 22½	

WIDER RANGE IN EGG**PRICES NOW PREVAIL****Toronto**

EGGS.—“The egg market is rotten,” is the way one large provision firm expressed the situation. With continued hot weather the difficulty in keeping eggs has increased. Slow delivery of freight has also been accountable for the poor condition of many eggs in the large centres. In consequence dealers have made a wider range of prices to meet the present situation. Strictly new-laid are quoted at 32c to 34c, which is one cent in advance of that of last week. New-laid out of cartons on the other hand have slumped 1c per dozen, the

reason being obvious. Strictly new-laid are stated to be hard to get.

Eggs—

New laid, cartons	0 32	0 34
New laid, ex cartons	0 28	0 29
No. 2's	0 24	0 25

DUCKLING PRICES**DROP 3c PER POUND****Toronto**

POULTRY.—With ducklings coming to the market in larger numbers the price has dropped during the week for live ones from 2 to 3 cents per pound and for dressed from 1 to 2c. Other poultry prices remain firm, especially so in the case of fowl. There has been a good demand for broilers. Prices for these have remained unchanged.

Poultry—		
Spring broilers (1½ lbs. and over)	0 20—0 25	0 25—0 35
Old fowl, lb.	0 16—0 18	0 20—0 22

Milk & J	0 17—0 20	0 25—0 26
Ducklings	0 12—0 14	0 16—0 18

NEW HONEY IS NOW**REACHING MARKET****Toronto**

HONEY.—Small consignments of the new crop of honey are already in the hands of the provision men. The quality is reported excellent and the yield the largest in years. The price being paid by buyers to the producers is from 10c to 10½c in ton lots. The price to the retailer is quoted at 13c to 13½c per pound for the 5-pound and 10-pound tins. Ontario is a land flowing with honey.

Honey—

Clover, 50 lb. tins, per lb.	0 12½	0 13½
Clover, 10 lb. tins, per lb.	0 11	
Comb, No. 1, doz.	2 75	3 00
Comb, No. 2, doz.	2 25	2 50
Clover, 5 and 10-lb. tins	0 13	0 13½

SAVE YOUR MONEY

FOR THE

DOMINION WAR LOAN

TO BE ISSUED IN SEPTEMBER.

By purchasing a bond you will help to WIN THE WAR and obtain for yourself an investment of the highest class yielding a most attractive rate of interest.

DEPARTMENT OF FINANCE

OTTAWA.

The Steamer "Gregory" with
A FULL CARGO OF
LEACOCK'S
MOLASSES

HAS JUST ARRIVED
AT THE SEABOARD
and the Molasses will be in
Montreal this week.

Insist on having

LEACOCK'S EXTRA
FANCY
LEACOCK'S EXTRA
CHOICE

when ordering from your wholesaler.

LEACOCK & COMPANY

EXPORTERS OF
HIGHEST GRADE MOLASSES

Barbados, B. W. I.



Brunswick Brand will boost your canned sea food sales

You know by experience, of course, that the amount of business you do along any particular line depends entirely on the quality of the goods. That is the very reason why it is to your interest to sell the popular

Brunswick Brand Sea Foods

These delectable, wholesome sea foods make a positive appeal to the most fastidious tastes. The extreme care exercised in selecting, processing and packing is a positive guarantee of "come-back" sales and satisfied customers.

Just try out the selling merits of these Canadian sea foods. Send for a trial supply to-day and note the result of a window display.

Here's the Brunswick Brand list:

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Connors Bros., Ltd.

Black's Harbor, N.B.



When You Look at This Advertisement—

you think pleasantly of Gold Standard Extracts. And the same thing is happening to consumers throughout the West as they see it (and others

like it) in their papers and magazines. This advertisement will have a good effect on your business if you stock Gold Standard products and suggest them to your customers. We have a co-operative plan that will help you to make this class of business very profitable.

Get in touch with us now.



Gold Standard

"I like
Gold Standard

Extracts chiefly because of their Purity and Strength. Other kinds are extravagant, but with Gold Standard the slightest drop will flavor a dish beautifully, and every flavor is true to its name."

25 FLAVORS

Purer and Stronger than the law requires. Full purchase money refunded if they fail to give you entire satisfaction.

FLAVORING

EXTRACTS



**The Codville Company
LIMITED**

Winnipeg, Brandon, Moose Jaw, Saskatoon,
Medicine Hat, Prince Albert.

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFS'

New Season's Raspberry Jam 1916

now ready
for
delivery

You get the pungent aroma of the real Raspberry flavor when it is WAGSTAFFES' Raspberry Jam. It is in a class by itself.



*Mr. Grocer, order
from your wholesaler*

WAGSTAFFE LIMITED

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CONCORD ANNING O.

- We guarantee*
- 1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
 - 2 That fresh caught fish only are used in our canneries
 - 3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
 - 4 That we use the greatest care and cleanliness in the packing
- CONCORD ANNING O.**

We ask the consumer kindly to write us if dissatisfied

The above is an exact reproduction of our guarantee appearing on every tin of

Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:

R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD.,
4 St. Nicholas Bldg., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top Glass Jars	Per doz.
Apricot	2 doz. case	\$2 45
Assorted		2 35
Blackberry		2 35
Blueberry		2 35
Currant, Red		2 35
Currant, Black		2 45
Cherry		2 35
Gooseberry		2 25
Plum		2 10
Plum, Green Gage		2 25
Pear		2 25
Peach		2 25
Raspberry, Red		2 45
Raspberry, Black		2 35
Raspberry and Red Currant		2 35
Raspberry and Gooseberry		2 35
Strawberry		2 50

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	\$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker.

Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Cblll Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2½'s, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Cblll Sauce, \$1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

	Per case
WHITE SWAN	
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

TO-DAY EAT

Delicious

Del Monte
HAWAIIAN CANNED PINEAPPLE



Refreshing

PACKED WHERE THEY RIPEN—THE DAY THEY'RE PICKED

BY

**CALIFORNIA FRUIT CANNERS
ASSOCIATION**

SAN FRANCISCO

Why You Should Feature

KING GEORGE'S NAVY

Trade that Commands More Trade

Here's a Chewing Tobacco so good that it multiplies the users of it. One man learns of it from another, and this process of expansion and extension goes on perpetually. The very name of this tobacco,

KING GEORGE'S NAVY

finds favor with its users—yes, and with you its sellers, and this favor has increased since the glorious naval battle in the North Sea. Stock it if you are not already selling it.



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

A NATION WANTS SUN-MAID RAISINS

We are conducting a smashing advertising campaign to make the nation understand and appreciate the great value of raisins as a true fruit-food as well as a delicacy. A page a month in The Saturday Evening Post, colored pages in The Ladies' Home Journal, and local newspaper advertising, is making millions of people think about raisins who never thought of them before. And they are all thinking about just one brand now—the Sun-Maid brand.

THREE VARIETIES

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded).

Your Jobber Can Supply You

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers
FRESNO, CALIFORNIA

(284)



Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Iceings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans....	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans....	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each 48 cans	4 70
Peerless Brand, Tall, each 48 cans	4 70
St. Charles Brand, Family, each 48 cans	4 10
Jersey Brand, Family, each 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans....	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb....	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60..	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s. \$2; 1s. \$3.35; 2s. \$6.50; 6s. \$23; 14s. \$60.	
Roast Beef, ¼s. \$2; 1s. \$3.35; 2s. \$6.50; 6s. \$23.	
Bolled Beef, 1s. \$3.35; 2s. \$6.50; 6s. \$23.	
Jellied Veals, ¼s. \$2; 1s. \$3; 2s. \$4.50; 6s. \$21.	
Corned Beef Hash, ¼s. \$1.50; 1s. \$2.50; 2s. \$4.50.	
Beefsteak and Onions, ¼s. \$2; 1s. \$3.35; 2s. \$6.25.	

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractious count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

PRACTICAL GROCER WOULD LIKE TO represent good firm in Northern Ontario; knows trade and conditions well; duties to commence about middle of August. Apply Box 152, Canadian Grocer, University Ave., Toronto.

MARRIED MAN, 7 YEARS' GROCERY EXPERIENCE, wishes to travel for staple grocery lines in Maritime Provinces and Newfoundland. Box 150, Grocer.

COMPETENT BUYER AND MANAGER DESIRES change. A firm desiring to install grocery, provisions, fruits and meats can secure the services of one who is practical in all departments, or the charge of several branch stores considered. High references can be given. Apply Box 151, Canadian Grocer, University Ave., Toronto.

WANTED — RELIABLE GROCERY AND provision clerk; one with several years' experience; must be a good salesman. Apply Barnsdale Trading Co., Limited, Stratford, Ont.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—GROCERY BUSINESS, DOING about \$35,000 a year. Clean stock, up-to-date fixtures. Apply Box 148, Canadian Grocer.

GROCERY BUSINESS — GOOD WESTERN Ontario town; turnover \$12,000; can be bettered. Fixtures \$750; stock about \$1,500. Good reasons for selling. Must be taken at once if wanted. Box 153, Canadian Grocer.

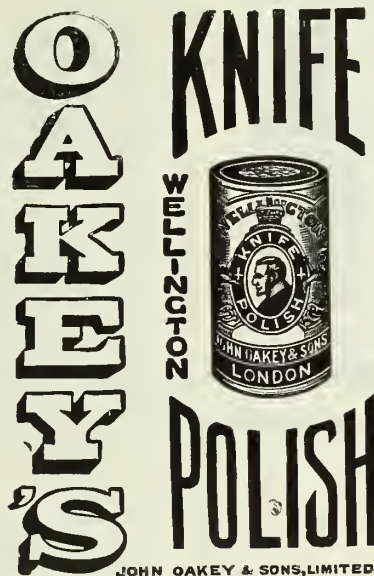
"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

To All Live Business Men

I would like to hear from any merchant or any good, live, responsible man residing in any part of Canada who would be interested in handling the Best Egg Preserver in the world, bar none, which will be manufactured in Chicago, Ill. and Toronto, Canada, in 1917.

Address R. G. FLEMING, Blackfoot, Idaho



AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Jenkins & Hardy

Assignees, Chartered
Accountants, Estate and
Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. - - TORONTO

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish
Price
Quality
Service
J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you post-paid on receipt of

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto.

"Stop-On" stops on— that's why it's so popular



The brilliancy of a "Stop-on" Shine will resist even the dampest weather. This is a big selling point for you, Mr. Dealer. Your customers will appreciate a shoe polish that not only shines quickly and easily, but one that preserves its brilliancy in all weathers.

There is a "Stop-on" for every shoe—Black, Tan, Ox-Blood, and Nut Brown. Order your supply to-day and note its unusual selling value.

Include a supply of "STOP-ON" WHITE SHOE DRESSING. White shoes are very popular this year, and a dressing that is guaranteed not to rub off is bound to command a big sale. "Stop-on" White is just what your customers want in this respect. Try it out.

Strang Brothers
WINNIPEG



Have you tried WETHEY'S ORANGE MARMALADE?

It is making
a hit.

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.

Boneless Pligs' Feet, 1/8s, \$1.75; 1s, \$2.50; 2s, \$5.50.

Lambs' Tongues, 1/8s.

Sliced Smoked Beef, tins, 1/8s, \$1.75; 1s, \$2.80; 4s, \$15.50.

Sliced Smoked Beef, glass, 1/8s, \$1.35; 1/4s, \$1.95; 1s, \$2.95.

Tongue, Ham and Veal Pate, 1/8s, \$1.50.

Ham and Veal, 1/8s, \$1.20.

Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/8s, 50c; 1/4s, \$1.

Potted Meats, Glass — Chicken, Ham, Tongue, 1/8s, \$1.45.

Ox Tongues, tins, 1/8s, \$3.00; 1s, \$5.50; 1 1/2s, \$8.25; 2s, \$10.75.

Ox Tongues, Glass, 1 1/2s, \$10.50; 2s, \$13.00.

Mince meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.

In Pails, 25 lbs., 12c lb.

In 50 lb. Tubs, 12c lb.

In 85 lb. Tubs, 11 1/2c.

In Glass, 1s, \$2.30.

Plum Pudding, 1s, \$2.30; 2s, \$3.

Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.

Pork and Beans, Plain Talls, 1s, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70. Individuals, 65c doz.

Pork & Beans, Tomato Sc. Talls, 1s, 80c; 2s, \$1.30; 3s, \$1.90; 6s, \$6; 12s, \$8.50; 3s, flat, \$1.70; Individuals, 65c doz.

Pork and Beans, Chili, 1s, 80c; 2s, tall, \$1.30; 3s, flat, \$1.70; individuals, 65c doz.

Tomato Sauce, 1 1/2s, \$1.10; Chili Sauce, 1 1/2s, \$1.10; Plain Sauce, 1 1/2s, \$1.10.

Pork and Beans, 1 1/2. Chili Sauce, 95c doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.25.

Clark's Chateau Chicken Soup, \$1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 2s, \$2.35 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.

English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14 1/4
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 20 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 7/4c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, 1ltre, cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE

La Savoureuse, 50 btles, cs. 8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15

Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95

Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05

Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 35

Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 25

Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2

Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32

Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

Per doz. tins
D. S. F., 1/4-lb. \$ 1 60

D. S. F., 1/2-lb. 2 90

D. S. F., 1-lb. 5 75

F. D., 1/4-lb. 0 90

Per jar
Durham, 4-lb. jar 0 93

Durham, 1-lb. jar 0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90

List Price

SPICES

White Swan SPICES AND CEREALS, TORONTO

5c 10c
Round Oval lith. litho. dredge. 2 1/2 oz. Per doz. Per doz.

Allspice \$0 45 \$0 90

Arrowroot, 4 oz. tins, 85c 0 90

Cayenne 0 45

Celery salt 0 90

Celery pepper 0 45

Cinnamon 0 45

" whole, 5c. pkgs., window front, 45c 0 90

Cloves 0 46

Cloves, whole, 5c. pkgs., window front, 45c 0 90

Curry powder 0 45

Ginger 1 25

Mace 0 45

Nutmegs 0 45

Nutmegs, whole, 5c pkgs., window front, 45c 0 45

Paprika 0 45

Pepper, black 0 45

Pepper, white 0 50

Pastry spice 0 45

Pickling spice, window front, 90c 0 90

Shipping weight per case 10 lbs. 15 lbs.

Dozens to case... 4 4

FULL CARS EXTRA FANCY ARKANSAS ELBERTA PEACHES

In Bushel Baskets
and 6 Basket
Carriers. Fine
Quality, Prime
Condition.

BIG
SELLERS

PRICES
REASONABLE

The House of Quality

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1871

CALIFORNIA PEACHES

Straight carloads now
arriving from California

Crawfords, Elbertas and
Clings, also Pears, Plums,
Grapes, Lemons, Oranges,
Limes, Tomatoes, Cucum-
bers and Melons.

First Cars of Indiana Cantaloupes,
Very Sweet, in Baskets and
small and large Crates.

WHITE & CO., LIMITED

TORONTO

Wholesale Fruits

Branch at Hamilton

NEW JOY FOR THE PALATE

MAPLEINE FLAVORING

THE outstanding qualities of Mapleine are
in its deliciousness and its universal use.
MAPLEINE is used for everything—in Icings,
Soft Drinks, Candies,
Cakes, etc.

YOUR CUSTOMERS
WILL BE PLEASED.

Order from:

Frederick E.
Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.



CRESCENT MFG. COMPANY
SEATTLE, WASH.

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

In Hot Weather,
Cold Weather,
High Prices or
Low Prices the
Lemons of **Real
Value** are packed
by Franc Traenzz
under

“St. Nicholas”

“Queen City”

“Kicking”

J. J. McCabe

Agent
TORONTO

KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

If any advertisement interests you, tear it out now and place with letters to be answered.

GROCERS, ATTENTION

Plums will be the next to be shipped from the Niagara Peninsula.

Many plums will be put down this year, due to the shortage of other tender fruits. Insist on the kind with the Niagara Peninsula Grower's Map.

For further information
write this paper.



BUY STAR BRAND

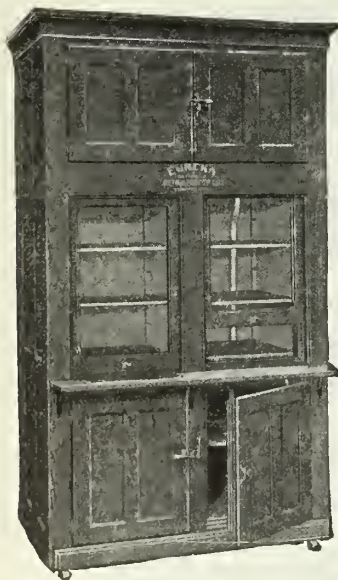
"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them



There's a Thirty years' service record behind the Eureka Refrigerator

Why trust your stock of perishable goods to anything less dependable than the popular **EUREKA**? Not only will it preserve your stock in perfect security, but its construction allows for better display, which means quicker sales and increased profits.

Our Catalogue explains all about the Eureka in detail. Drop a card for it to-day and you will secure valuable information that will make you sales and put money into your cash column, besides the satisfaction you receive.

Ask also for list of satisfied users all over the world. Sit down now and mail us that card while you think of it.

REPRESENTATIVES: — James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAlister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

EUREKA REFRIGERATOR CO., LTD.

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

INDEX TO ADVERTISERS

A		L	
Acadia Sugar Refining Co.	4	Lambe & Co., W. G. A.	12
B		Laporte, Martin, Limited	47
Baker, Walter, & Co., Ltd.	41	Leacock & Co.	35
Balfour-Smye & Co.	10	Lemon Bros.	45
Battle Creek Toasted Corn		Lightcap, O. F.	12
Flake Co.	1	M	
Betts & Co. Inside back cover		MacKenzie & Morris	12
Borden Milk Co.	3	MacLure & Langley	12
Bowman & Co., Geo.	41	MacNab, T. A., & Co.	12
Bowser Co., S. F.	8	Magor, Son & Co.	14
Bradstreets	12	Malcolm Condensing Co.	13
C		Mann, Laurie Co.	12
California Associated Raisin		Mathieu Co., J. L.	44
Co.	40	McCabe, J. J.	45
California Fruit Cannery Assn.	39	McVitie & Price, Ltd.	48
Canadian Cereal & Flour		Millman, W. H., Sons	12
Mills Co.	31	Minto Bros.	11
Can. National Exhibition	2	Moore, J. D.	10
Canadian Salt Co.	48	N	
Cane, Wm., & Sons Co., Ltd.	9	National Licorice Co.	48
Chase & Sanborn		Niagara Peninsula Publicity	
Inside front cover		Association	46
Church & Dwight	48	O	
Clark, Ltd., W.	7	Oakey & Sons, John	41
Cochran, J. N.	12	P	
Codville Co.	36	Patrick & Co., W. G.	12
Concord Canning Co.	38	Pennock, H. P., Co., Ltd.	12
Condensed Ad. Page	41	Perry Co., The H. L.	12
Connors Bros.	36	R	
Crescent Mfg. Co.	45	Red Rose Tea Co.	13
D		Rock City Tobacco Co.	39
Dept. of Finance	34	S	
Dominion Cannery	5	Smith & Son, E. D.	6
E		Smith & Proctor	10
Eckardt, H. P., & Co.	43	Spratts	8
Estabrooks Co., Ltd., T. H.	13	St. Lawrence Sugar Refineries	
Eureka Refrigerator Co.	46	Front cover	
F		Stanway, Geo.	12
Fairbanks Co., N. K.		Star Egg Carrier & Tray Mfg.	
Inside back cover		Co.	12
Fearman, F. W., & Co.	38	Stevens-Hepner Co., Ltd.	9
Fleming, R. G.	41	Strang Bros.	42
Freeman Co., W. A.	13	T	
Furnival-New .. Inside front cover		Tippet, A. P., & Co.	2
G		Toronto Salt Works	41
Guelph Soap Co.	8	Toronto Butchers' Supply Co.,	
H		Ltd.	41
Hamilton Cotton Co.	46	Trent Mfg. Co.	41
Hargreaves (Canada), Ltd.	9	V	
Hillock, John, & Co.	10	Varty, W. Geo.	12
Hobart Mfg. Co.	44	W	
Hygienic Products Co.	9	Wagstaffes, Limited	37
I		Walker, Hugh, & Son	45
Imperial Extract Co.	11	Watson & Truesdale	12
Imperial Rice Milling Co.	40	Webb, Harry	12
J		Webster & Co., W. R.	14
Jenkins & Hardy	41	Wetbey's, J. H.	42
K		White & Co.	45
Kellogg, W. K., Cereal Co.		White, Fred, J.	12
Outside back cover		Whittemore Bros., Corp.	4
		Woodruff & Edwards	37
		Woods & Co., Walter	8



From the War Zone



We have just received from Vichy, France, a fresh supply of that ever-pleasing and thirst-quenching drink—

“LA SAVOUREUSE” Vichy Lemonade

In cases of 50 cork quarts and 100 crown pints.

Besides being a cooling drink, it is also a very healthful beverage—Vichy water, pure lemon juice and pure cane sugar being its only ingredients.

Send for your supply to-day!

If you do not already know this aristocrat of imported drinks, write us for a sample pint bottle.

You will then realize that you have not yet offered the best summer beverage to your better trade.



Laporte, Martin, Limitée

Sole Distributors

584 St. Paul Street West

MONTREAL





You'll sell more Cow Brand Baking Soda than any other because:

For over seventy years it has been the good housewife's favorite, giving her a satisfactory service not equalled by any other brand on the market.

Church and Dwight
LIMITED

Manufacturers
MONTREAL



The Reliable Salt

The Salt that your customers know is always just right.

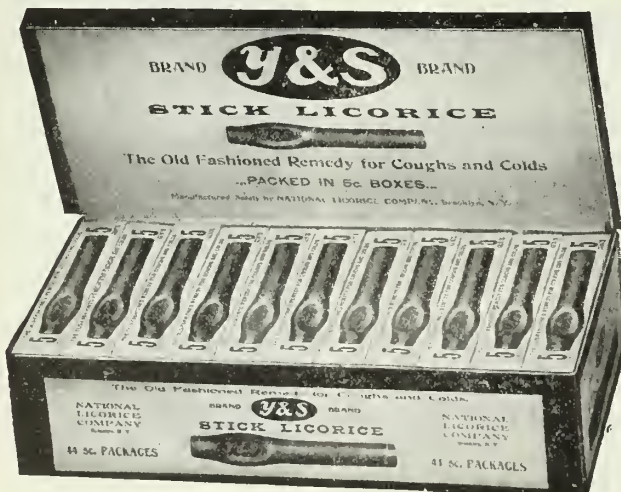
Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

McVitie and Price's Biscuits

Shipment covering the following varieties now due.

Abernethy.	Pe tit Beurre.
Academy Creams.	Puff Creams.
Belgium.	Queen's Shorties.
Boudoir.	Royal Scot.
Breakfast.	Shortcake.
Bunty Creams.	Tea Rusks.
Butterette.	" Rich.
Butter Puffs.	Choc. Jura.
College Creams.	OATCAKES.
Cream Crackers.	Sandwich Creams.
Creamy Chocolate.	Universal Asstd.
Cracknels, Puff.	SHORTBREAD, Asstd.
DIGESTIVE.	Selected Rich. Spl. Tins.
Dinner.	Tea, Assorted, " "
Groto.	and Wafers.
Lincoln Creams,	and Twenty other kinds.

Order for prompt delivery ex Stock Montreal.

McVitie & Price of Canada
LIMITED

MONTREAL, P.Q.



POPULARITY OF GOLD DUST

means easy sales for you

An enormous demand has been created for Gold Dust because it is a meritorious product, reducing housework to a minimum, and every user is a booster.

You have daily calls for Gold Dust because it is used constantly in the home.

The advertising on Gold Dust runs steadily and constantly throughout the year, making new customers for you.

The popularity of Gold Dust means more sales and profits to you if you display it in your store. Have you an ample supply on hand?

THE N. K. **FAIRBANK** COMPANY

LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use--stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY--BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON, N., ENGLAND



New Factory, Toronto, Canada

Copyright Canada, 1916

To the Wholesale Trade

The happiest mortal in the world is the Child eating something that tastes mighty good right down to the last wee bit.

KRUMBLES, for that reason, has become an everyday necessity that you can urge your customers to stock.

KRUMBLES is put up in WAXTITE packages, which ensures it reaching the table of the housewife in the perfect condition it leaves our ovens. The weather or surrounding conditions have no effect on it.

KRUMBLES is prepared from the finest of hard wheat—the whole of the wheat — cooked, “krumbled” and delicately toasted—an exclusive method that brings out a richness and sweetness never before known in the history of wheat — the real **KELLOGG** flavor. There is nothing else just like it —the ideal, ready-to-eat food, crisp and tasty, satisfying and nourishing!

KRUMBLES is a sure repeater.

Look for the signature on every package. **KRUMBLES** — sealed WAXTITE—retails at

10c

W. K. KELLOGG CEREAL CO., Toronto

W. K. Kellogg



K
R
U
M
B
L
E
S

K
R
U
M
B
L
E
S

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 11th, 1916

No. 32

O-Cedar Polish

Let Us Supply You
With Artistic Displays
for Store and Window

—It Will Double Your Business This Fall

Let your customers know
you carry O-Cedar and you
will get the business. We
will supply you with strik-
ing and attractive displays
for store or window.

WRITE US TO-DAY

Also get your order in to your jobber. Don't
lose any sales by being out of stock.
Ask him about our profit deals.

Channell Chemical Co., Ltd.
TORONTO, CAN.





Are the seals on your bottled goods reliable?



If they are not you cannot look for a bigger turnover or increased profits in bottled lines.

Why not protect yourself against loss of profits and make sure of satisfying your customers by insisting on **ANCHOR CAPS** on all your bottled goods? The public are coming to realize more and more the importance of reliable air-tight seals on bottles and containers where freshness of contents is concerned. And, in addition to this, Anchor Caps help to promote better selling because of the improved appearance they give to a bottled goods display.

Try them out on your next order. Your wholesaler will meet your requirements.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

ENO'S "FRUIT SALT"

is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada:
Harold F. Ritchie & Co., Limited
10 McCaul St., TORONTO

The pleasant-to-take ounce of prevention

With warm weather come fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

Don't stock—but sell it. Show it in your counter and window displays.

J. C. Eno, Limited, "Fruit Salt" Works
LONDON, ENGLAND

Agents for Canada: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto

Your efforts will pull worth- while results



When you push and recommend milk products
of such high quality as

BORDEN'S

Unquestioned purity and systematic consumer advertising have created for Borden Milk Products a steady, profitable demand that is putting dollars in dealers' cash drawers day after day. The public know Borden's—they know that for three generations these dependable lines have set the standard for quality and wholesomeness. They know too, that the Borden's of to-day are just as reliable and just as good as when the Borden standard was first instituted.



Mr. Dealer, if you are not already featuring Borden Milk Products, you should begin to-day.



A representative window display will bring you a big share of the profitable business. Order now.



Borden Milk Co.
LIMITED

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
VANCOUVER, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFES'

New Season's Raspberry Jam 1916

now ready
for
delivery

~~~~~

You get the pungent aroma of the real Raspberry flavor when it is WAGSTAFFES' Raspberry Jam. It is in a class by itself.

~~~~~

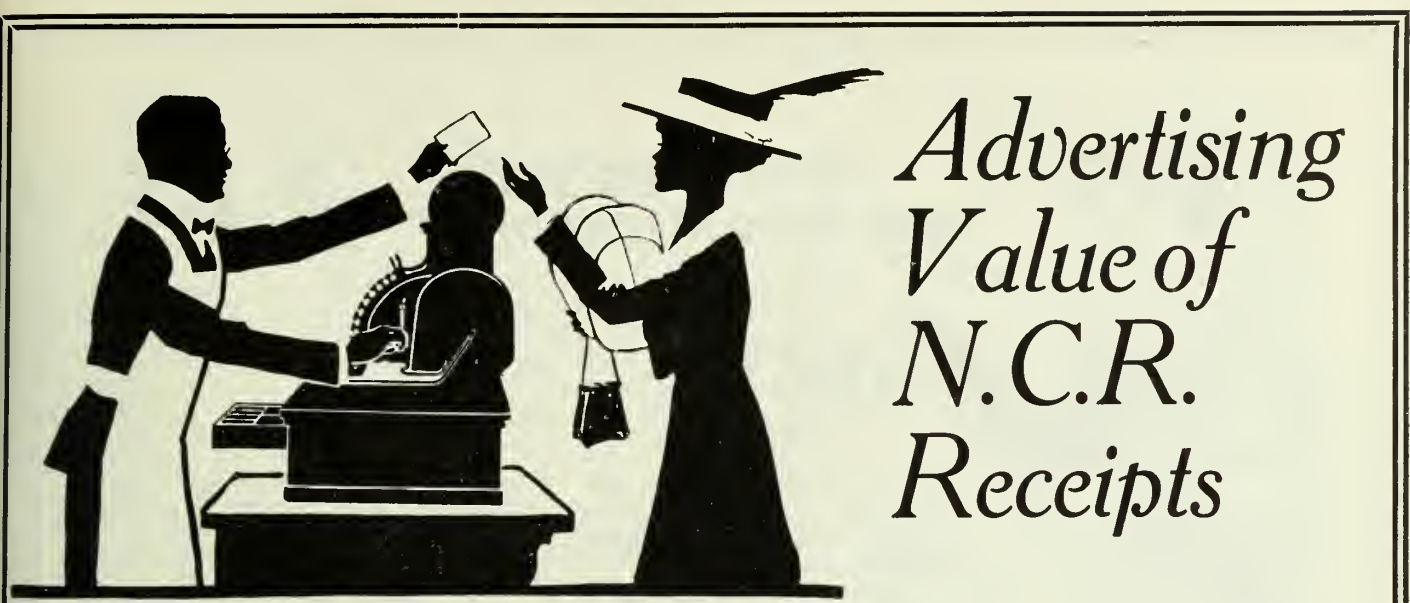
*Mr. Grocer, order
from your wholesaler*



WAGSTAFFE LIMITED

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



Advertising
Value of
N.C.R.
Receipts

Your best "prospects" are your present customers.

They prefer to trade with you, or they would not come to your store.

They would buy more if they knew more about what you have to sell.

Put in a 1916 National Cash Register that prints advertisements on receipts or sales-slips.

Use this valuable space to announce each "special" that you want to feature.

Your "ad" on the back of the N.C.R. receipts is the cheapest

and most effective form of direct-appeal advertising. It goes into the customer's hand when she is in your store figuring out her wants.

The total of your daily sales is the total "circulation" of this advertising medium, and it costs you only a few cents for the electrotypes.

This is part of what we mean by N.C.R. Service.
Let us tell you the rest.

The
National Cash Register
Co., Limited

Toronto, Ont. Canada

The
National
Cash Register
Co., Ltd., Toronto,
Ont., Canada.
Please give me more
details of your N.C.R.
Service and the plan for
using Register receipts
and sales-slips for store ad-
vertising.

C.G. 11-8-16

Name.....
Address.....
Remarks.....

If any advertisement interests you, tear it out now and place with letters to be answered.



"Won't You Try Our New Macaroni"?

10¢

We present something distinctively different and infinitely superior in every way—in Catelli's Milk Macaroni. This new Macaroni—so clean and wholesome—so rich in food value—has a clear yellow tinge—a creamy smoothness—unlike any other.

This is because Catelli's Milk Macaroni is made in a great sunlit factory, where purity is paramount—and made of the very hardest wheat Semolina and Milk. Rich in nutriment—it is both a substantial food and a delicacy. Ideal for children, because so easily digested.

Perhaps you do not know the versatility of Macaroni. Let "The Girl at Catelli's" show you more than a hundred different ways of serving Macaroni—some of the recipes of the greatest chefs in the world. We will gladly send you this book—which tells all about Macaroni—its exceptional food value and economy. Write for a copy free from

CATELLI'S MILK MACARONI

THE C. H. CATELLI CO., LIMITED,
MONTREAL.

20

10¢

(MADE IN CANADA)



Here is One of the Newspaper Advertisements that is Making Catelli's *Milk* Macaroni One of the Staple Foods of Canada:

The big 24 sheet posters are going on the bill-boards as fast as we can distribute our new package. The window-trims and store cards have already been shown in scores of stores.

And the "Girl at Catelli's"—quite the daintiest recipe book of the year, is teaching your customers how to serve Catelli's *Milk* Macaroni in more than a hundred different ways—for luncheon, dinner and supper.

Won't you co-operate with us to the extent of stocking an order? We give you a good profit on every package.

ORDER THROUGH YOUR WHOLESALE

THE C. H. CATELLI COMPANY, LIMITED, MONTREAL

Distributors:

TEES & PERSE LIMITED
Winnipeg, Saskatoon, Regina, Moose Jaw, Fort
William, Edmonton, Calgary.

H. D. MARSHALL
197 Sparks Street, Ottawa

C. E. DISHER & CO.
110 Water Street, Vancouver

J. HUNTER WHITE
8 North Market Wharf, St. John, N.B.

C. C. MANN
517 Board of Trade Building, Toronto

O. N. MANN
Turnbull Building, Sydney, N.S.

JAS. BILLMAN & SON, Pickford & Black's Wharf, Halifax, N.S.

If any advertisement interests you, tear it out now and place with letters to be answered.

A TIP

For Mr. Grocer

Sugar is high priced, as you know. Housewives will not put down much jam this year on account of high priced sugar. Buy your jam stocks now, before the fall rush, when prices are liable to be higher. Fresh Aylmer Brand Strawberry Jam now ready.

A word to the wise is sufficient.

Dominion Canners, Limited
HAMILTON - - CANADA

RICE—our specialty

We always try to give

GOOD VALUE

QUICK SHIPMENT

FAIR TREATMENT

Mount Royal Milling & Manufacturing Co.
D. W. Ross Co'y., Agents, Montreal

MONEY IN WASTE PAPER

\$2.00 to \$10.00 a Month for Your Waste Paper



Waste Paper Bin and Baler Combined. An ever-ready receptacle for that burdensome accumulation.

Floor space 23 x 26 inches; height 4 feet 3 inches. Size of bale 14 x 18 inches, with an average weight of 75 pounds.

THE "JEWEL" BALER— \$16.50 f.o.b. Hamilton

Wire \$1.00 per Bundle.

*Not only pays for itself but makes you money.
Strong, Durable, and Easy to Operate.*

There is always a market for baled waste paper, and the installation of a 'Jewel' means a permanent addition to your equipment that will not only very quickly pay for itself but on account of its capacity and ease of operation will be found a positive convenience to any place of business. It affords every facility for keeping your premises in a tidy condition and reduces to a minimum the risk of fire.



By all means GET A BALER—better still—GET A "JEWEL." Hundreds of satisfied users testify to its value. All information re Balers or the disposal of Waste Paper is free for the asking. Order your Baler to-day.

GENERAL SALES COMPANY

Distributors

203 Stair Bldg.

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Seasonable Goods

Mr. Grocer, Are What You Want

Take a few moments to study CLARK'S LIST (if you have not got one, a post-card will bring it), and you will find the goods to fit the season.



CLARK'S Pork and Beans

and, in fact, all CLARK'S products

ARE SELLERS



They have the quality.
Their reputation is un-
impeachable.

They are thoroughly
advertised and prices
are right.

W. CLARK, LIMITED, MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

It Stands Alone



“NUGGET” SHOE POLISH

Recognized as the best in Shoe Polish

Best Advertised. Best Seller. Gives the
Best Shine. Best for Leather. Best Profits.

BEST FOR YOU

The Nugget Polish Co., Limited

9, 11 and 13 Davenport Road

TORONTO

ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

To obtain the best results, the best sugar is necessary

St. Lawrence  Granulated

is the highest standard produced

100% PURE CANE SUGAR

Imperial Rice Milling
Co., Ltd.

VANCOUVER, B.C.



The best value in Rice being
offered on Canadian
markets today.

"Out of sight" sometimes means
out of mind.

Are you showing

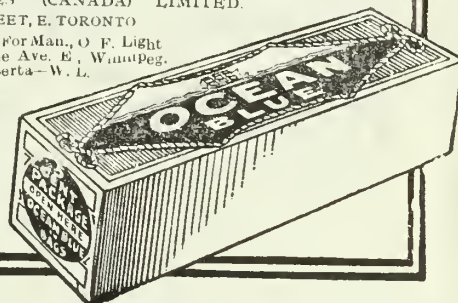
**OCEAN
BLUE ?**

It is surprising how much trade is
attracted by the bright 5c. packets
of Ocean Blue. Put it in your
window and

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents—For Man., O. F. Light
cap, 179 Bannatyne Ave. E., Winnipeg.
For Sask. and Alberta—W. L.
Macenzie & Co.,
Ltd., of Regina,
Saskatoon, Cal-
gary & Edmon-
ton. For B.C. &
Yukon—Creeden
& Avery, Rooms
5 & 6, Jones
Block, 407 Hast-
ings St., West,
Vancouver.



If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

Quality and Purity are back of every Tartan Brand Product

— the quality and purity that win the unstinted approval of the most critical customer.

That's why you should constantly feature the Tartan Brand lines. Every first sale will be followed by others, and you know what that means—**Bigger Business and Better Profits.**

We can meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder, etc. And we stand back of every one of them. Prompt satisfaction guaranteed to mail orders. Get in touch with us now.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

GROCERS, ATTENTION

Peaches will be of good quality this year—and a fair crop. Housewives will put down large quantities this season due to shortage of small, tender fruits. Boost the line that is guaranteed. Insist on this label, with the Map. The guaranteed Niagara Peninsula Crown Fruit.

Write this paper
for further information.

Millions Now Know This Raisin

We are stirring up the people by this talk about a brand of raisins. We are making them realize things about raisins that they never knew before. And we are making them ask for raisins as they never asked for them before.

SUN-MAID Raisins

This is the brand upon which the entire force of our tremendous publicity is focused. Get in touch with us and let us tell you how we have helped grocers everywhere to reap the harvest from the work that we are doing through advertising.

Order Sun-Maids from your jobber to-day. Don't run the risk of being without them.

THREE VARIETIES

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), Seedless (from seedless grapes), and Cluster (on stem, not seeded).

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers

FRESNO, CALIFORNIA

In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.

VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

B 46

When you sell

HEINZ

57

VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.

Warehouse:—Toronto





Talk about REPEAT sales, we know women who have used Red Rose Tea steadily for 3, 5, 7, 10 and 12 years. What better evidence could be presented of the satisfactory, uniform high quality of Red Rose Tea?

Sell Them Now

HERE are two seasonable lines that you can, and therefore should, sell right now. They help you to keep up the volume of summer business.

WORCESTER SAUCE

Appetites need stimulation these hot days, and our very superior Worcester Sauce (equal to but cheaper than imported sauces) is a ready seller. Particularly desirable with cold meats. Has tonic and digestive values; attractive in appearance.

FRUIT WINE Queen Quality

Non-alcoholic of course, yet zestful, agreeable, wholesome and is worth introducing in your community to your good trade. A "Queen Quality" product, which means highest grade.

ASK FOR QUOTATIONS

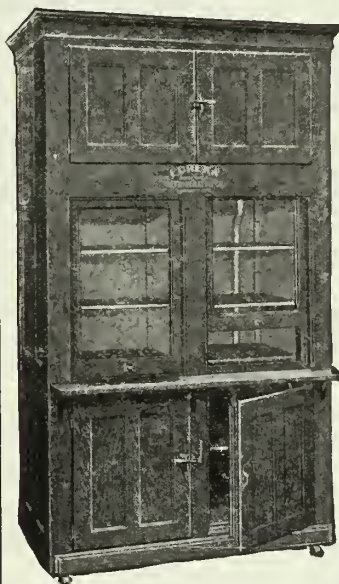
THERE is money in these two lines for you. Being domestic made, you save on duty and freight charges. Send for price list.

"MADE IN CANADA"

Taylor & Pringle Co., Ltd.

Owen Sound - - - Ontario

ARE YOU WASTING PROFITS UNNECESSARILY?



Are you getting the sales you should be having a good display Refrigerator?

Can you check up the losses you've had these past few weeks through spoilage?

Can you check up the sales you might have made?

We have received information of increased sales to the amount of 300% by having a Eureka Display Refrigerator.

Therefore, you can judge your loss in profits and good-will by what hundreds of other Grocers and Butchers have saved with the Eureka Refrigerator. The losses this Summer alone might easily have paid for your Eureka. For the Eureka is the surest preventive of spoiled and tainted goods.

End the waste for all time by writing to-day for free copy of the Eureka Catalogue.

REPRESENTATIVES: — James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Louergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

EUREKA REFRIGERATOR CO., LTD.

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.



A display of **KEEN'S OXFORD BLUE** will put more dimes and dollars in your cash drawer.

Your customers know that there is no blue "just as good" as **KEEN'S**, therefore but little effort is required to create

quick, profitable sales where **KEEN'S OXFORD BLUE** is concerned.

Ask your wholesaler for a supply of **KEEN'S**. Feature it strongly with your displays of washday requisites. You'll find it worth while.

Agents for the Dominion of Canada:

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

Why You Should Feature

KING GEORGE'S
NAVY

Men—Good Spenders

The soothing and satisfying effects of Tobacco, and in particular of King George's Navy Chewing Tobacco, express themselves in a man's attitude towards life. A contented man is a good Spender, and is willing that his family should live comfortably. All of which means more money spent with you by this contented man and his family.

Sound sense in this. Just think it all out for yourself. And in the meantime push the sales of

KING GEORGE'S NAVY



Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, AUGUST 11, 1916

No. 32

High Prices for 1916 Pack

Strawberries, Raspberries and Peas on Light Side on Account of Hot, Dry Weather of July—
Peach Crop Looks Fair—Too Early Yet to Forecast Tomato and Corn Packs
—Plum Yield Small; Also Pears—Currants Fair.

THE hot, dry weather in Ontario during July has had a serious effect on supplies of raw material for canning factories and will mean a considerable reduction in the packs of various lines.

The weather man has told us that July was one of the hottest months in many years. But even if the hot weather had been mixed up with an occasional rain, the situation would have been relieved greatly and pack of canned goods from a supply standpoint would have been very much improved.

Canadian Grocer discussed the prospects the other day with a canner, and summing up the entire situation it certainly looks as if we are going to see almost uniformly high prices on practically all fruits and vegetables during the coming year.

As the trade well knows prices are much higher on an average than this time a year ago. At that time there was a considerable cutting going on as many of the smaller factories needed the money and they simply had to get rid of their stocks. For the first time in many years tomatoes were selling to the trade as low as 70 and 75c per doz. for 3's. To-day they are around the \$1.15 to \$1.20 mark.

This is just one example of the increase in prices due to shortage of stocks with demand taken into consideration. The advances followed the steadying of the market on the formation of the holding company last fall.

Now as to 1916 prospects:

Hot Weather Cuts Down Packs

STRAWBERRIES.—Early in the season prospects were for a good crop of strawberries on account of bountiful rains, and therefore a full pack. However, this was not realized because of the scorching hot weather which started in with us at the first of July. The

pack was shortened considerably and canners do not figure on any more than a 75 per cent. delivery.

RASPBERRIES.—This fruit suffered much more than strawberries on account of the season being later. The hot weather has prematurely dried up the fruit and the pack is going to be light. There was a considerable shortage of labor for picking and factories in many cases simply had to send out their own employees to pick the berries and then to look after their preservation. Otherwise they simply could not have secured them.

Peaches Promise Well

PEACHES.—Reports from the peach districts are somewhat conflicting, some stating that the crop will be a good one, and others that it will be under fair. However, it looks as if on the whole there will be a good crop of peaches this year and a fair pack.

PLUMS.—In the Niagara district this crop is poor. Last year the plum crop was good so that an extra heavy yield this year was not expected. Many of the plums have been stung and the hot weather has contributed to the short crop. Pack will, therefore be light.

PEARS.—All reports indicate that this crop will not be extra good.

APPLES.—Droppings among apples have been heavy during the past month or so and the yield in Ontario particularly is going to be light. The wet weather during June contributed greatly to this result and the exceedingly hot and dry weather of July has not improved matters any.

CURRANTS.—The currant crop has been a fair one, and there will not likely be any shortage in the pack.

Peas a Light Pack

So far as vegetables are concerned it is a little early to predict prospects

for the majority. However, the following will be of interest:

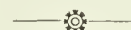
PEAS.—The pack of peas has been fair, but on the light side. Canners are still packing and while there is a possibility that, together with the hold-over, they will be able to make a 100 per cent. delivery, yet the chances are against this on account of the July weather drying up the crop.

TOMATOES.—So far the tomato crop looks to be good, but some rain is badly needed. It is yet some time before packing of tomatoes will commence and it is difficult to say exactly what the pack will be. (Since this was written we had quite a general rain throughout Ontario on Monday last.)

CORN.—Corn is rather favorable to hot weather, but it requires some rain occasionally. If a few general rains come along the corn crop will likely be a good one. Too early yet to predict to any degree of certainty.

WHITE BEANS.—Present conditions indicate a fair crop of beans. Last year it will be remembered the wet weather went hard with them as it tended to lower the quality.

Summing up the above, therefore, it will be seen that generally speaking, packs of fruits and vegetables will be on the light side and hence prices will be firm for another year at least. Canners are having considerable difficulty on account of the labor shortage, the high price of tin plate, high price of boxes, the difficulty of obtaining same, shortage of labor on the farm for gathering supplies and shortage and high price of labor in the factory.



N. D. Milne, traveler for the Codville Co., at Brandon, Man., died in Winnipeg last week. Mr. Milne has been laid up for four months following an operation for appendicitis.

Cashing In On Peaches

Methods of a Go-ahead Grocer—A New and Appealing Window Display—Snappy Ads. Helped Too—Handling the Customers in the Right Way—Results of Peach Week.

Second of the Masters Series by E. A. Hughes.

WHEN the time came around, J. J. Masters, the most go-ahead grocer in Mainton, started in to make preparation for a whale of a sale of peaches. This phrase isn't particularly choice English, but Masters used it as a slogan to his staff, and the veracity of the present chronicler bids him repeat it. As always, Masters went about it systematically. I knew something about his general methods, and I knew that system and ordliness underlay them all.

"I got the boys together," said Masters to me, "about ten days before the week I had determined on as Peach week. Now, I said, boys this year's peach week has got to knock spots off the same week last year. What ideas?"

He waited. Masters, like the wise man that he is, has got his men on such a footing that they know ideas will be encouraged, and they are always able to broach them.

"We might have a better window this year than last," said Manson. Manson is chief clerk, and usually attends to the windows himself.

"Well, you did the last one, Manson," came back Masters. "If you can beat it it means last year's was not as good as it might have been." And his eye twinkled.

A Dandy Window

"I've got it all mapped out already," said Manson. "Supposing we put a table in the forefront of the window, and leave good space all round it. One of those tables we use for candy display would do. On it we might put at one side a basket of peaches, on the other a large bag of sugar, and in be-

THIS IS PEACH WEEK

You would as soon think of entering the winter minus coal as without your shelves well stocked by fruit which you yourself have put down. "Putting Down" time is a tradition in your house, isn't it?

Peaches are particularly good this year. The quality of the fruit we have is A1: large, luscious peaches with a bloom on them which only Dame Nature could furnish. The best of the Niagara Peninsula are here for your choosing. Per basket

SUGAR--OF COURSE

Naturally. You wouldn't think of eating an egg without salt. And you wouldn't think of putting your preserved peaches on the table only for the kiddies to discover that the syrup is not as thick and delicious as last year! We're nearly through with our second car, and the next is liable to be higher in price. Better order now. . . . lbs. for a dollar.

AND THE LITTLE THINGS

We have all the et ceteras. Paraffine, Jars, Tops, Rings and Rubbers are here in abundance to supplement those you already have.

J. J. MASTERS

Phone 52

Main and King Sts.

Grocers should file this ad. suggestion until the Peach-Preserving season is here, then use it in their newspaper space.

A New Touch

"The very thing," said Manson, "we might put it at one side of the window. It's a good picture, and will do more good there now than upstairs."

Masters was tickled, he told me, that the boys were getting enthused.

"Well, now, I'll look after the ads. for the paper myself he said. 'Here's one. What do you think of it?'"

He read it out to them. It appears on this page.

"An ad. a day, two days before Peach week and all the days in it, in double column space, should be effective, I guess?"

"Now, as for the rest of you, it's up to you to help along in the solid ground

tween just one jar, one top, and one rubber ring. The very fewness of the articles, and the sparseness would strike the eye. Then we might have a neatly printed card, sufficiently large and above all plain in its message, 'You, the housewife, are the item needed to turn these articles into jars of delicious peaches for the winter.'

"Then, round the window, on the floor, I would put at wide intervals a basket of peaches and a bag of sugar. The sugar should be standing on end and the basket would be flat, so that there would be a balance to the whole. And at the back, a good bold card, 'This is Peach Week,' would finish it off, don't you think?"

"Sure," said Masters. "I believe in the written message when it's short enough to remember, and big enough to hit you in the eye."

"How about bringing down the photograph, you know, that one about eighteen inches wide, of the St. Catharines district, with the orchards depicted. That might—" said Cooper, a young recruit, but a sharp boy at that.

work required. By this I mean the actual work with the customer. Manson and I'll do what we can with the window and the ads. You boys must close the deal with the customers. To help you further, we'll move those tables out from the right rear of the store, where the cheese and butter are, and put them in the aisle, after covering them with peaches. When you get your customer, exercise the art of suggestion. Get those voices of yours that you're so proud of working for me to sell more and more peaches. If a woman wants anything from biscuits to brushes give it to her and then start in and sell her a few baskets of peaches. No reason why not, that I know of. Of course, don't go at the thing like a bull at a gate. Don't say, bluntly, 'Want any peaches?' But you might introduce the subject by asking them what they think of the window display this week. That'll start the subject. Then you might descant about the excellent quality of this year's peaches. Sugar, too, has been mighty high and it's just as liable as not to go up again. Use that argument. Economy is always a good

point. In short, by suggestion do everything and anything you can to boost this Peach week, and make it the best ever."

Masters told me subsequently that the bunch had co-operated right royally and

that they had had a "whale of a sale" as he had hoped.

"It was due to three or four things. First, preparedness. We started in early to work the ground. Second, departmentalizing of tasks, so that one

had one thing, and one another. Thirdly, suggestion, nicely put. Fourthly, hard work. And," he concluded, "I've found the same four things work wonders in other campaigns besides peaches. I'll tell you about some of them some time."

Worth of Equipment to the Grocer

Modernity and Effectiveness of Store Furniture are Real Assets — Time-Savings Qualities of Equipment Are a Real Economy—Exact Weight is a Result of Equipment Which Does Not Allow a Burning-up of Profits—Old and New Methods of Cash

THE equipment of a grocery store is a matter of value which can not only be reckoned in dollars and cents. Its real value is greater than is represented by the pounds of metal and yards of wood employed. This is the view of John O. Carpenter, grocer of Hamilton, Ont.

"The modernity and effectiveness of equipment," says Mr. Carpenter to a Canadian grocer recently, "are items to be assessed as assets. They must be regarded as one of the dealer's greatest assets. That equipment which, in these days of efficiency comes up to the standards expressed by these two words, 'modern and effective,' is worth more in the grocery store than its value as store furniture only."

Mr. Carpenter has a store on Market Street, Hamilton, a store which is, compared with some neighbors, an old store. It does not lend itself in just the same way as a store in the new block would lend itself to modernising. And yet, Mr. Carpenter, by virtue of the equipment which is contained in his store has made it one of the most modern and complete in its appeal from a store furniture point of view, that one could come across.

He has \$1500 worth of equipment—taking that as an approximate estimate and excluding from it anything in the way of counters or bins or like fixtures. Mr. Carpenter has two cash registers. He has a meat slicer. He has a cheese cutter and lesser articles of time saving and consequently money-saving value by way of equipment.

A Time Saver

"It appeals to me like this," said he to Canadian Grocer, "undoubtedly equipment is a time saver. Take for instance the meat slicer. This provides me with a medium and my clerks with a medium, whereby we can treat the customer with absolute fairness and yet do justice to ourselves. In the old days when meat was sliced up by hand, a clerk who might be in a hurry, would give perhaps an ounce extra to the pound to a customer who was waiting.

That ounce would do a great deal towards swelling up profit. If you calculate that you have three or four clerks serving meat by cutting it with a knife in a hurry and who are not able to bother with odds and ends, each of them consequently giving that ounce or half ounce over the just weight to each customer, at the end of the day you will find you have swallowed a good deal of your profit on meats. Modern equipment precludes all that. The machine, if handled properly can gauge correctly and speedily as the man cannot."

"Nor is that all. The regularity with which machines for cutting different food stuffs such as, for example, meat and cheese, are able to cut up these lines, means that what the customer gets is cut regularly and with some shape and uniformity. In the old days the knife would cut a thick piece and then a thin piece and then a thick piece and then a thin piece, and so on. The meat slicer or cheese cutter presents the meat or cheese in regular form. If it is meat, the slices are all thin and regular and appealing in their daintiness and uniformity. If it is cheese, it is cut cleanly and with some form and shape.

"It is hardly necessary to go into the question of time. Probably most men feel as I feel, that the equipment which the modern grocer has installed in his store, is certainly beyond any dispute a time-saver. Think of all the trouble you would go to if you had to use old methods. We have seen that illustrated in the question of the meat slicer and the cheese cutter. It follows in other cases of the use of modern and adequate equipment."

"You see another aspect in the difference between the use of the old method of cash and of the new method by which a machine is provided for taking care of all your accounts," said Mr. Carpenter. "I can remember, and not so very many years ago at that, when we would have three or four clerks behind the counter, all of them handling cash, and in anxious hurry to

attend to the customer, flinging the money into the drawer and making haste consistent with as much accuracy as possible. In a store where rush and bustle are the order of the day and that is the case in most grocery stores, the clerks would be unprotected. It was inevitable by the old method that moneys would be continually wrong and when the day's work was over accounts would not balance. This, however, is remedied by the modern equipment of cash registers, which are pretty common now in the grocery store.

"It is hardly necessary either, to go into the question of the use of bins, which adequately and neatly display samples of various lines sold by the grocer. Nearly every modern grocery store has some equipment of this sort. Bins and counters which are at once neat and good for display purposes.

The modern store realises that it can afford to spend money on equipment to a certain extent. It is simply investing money. It is not in any way speculating with money. Equipment pays for itself many times over. In enabling the grocer to offer his goods in a more appealing and dainty manner; in placing before the customer the exact line he may think of buying; in saving money by ensuring exact weight, neither under nor over what is demanded; in a considerable saving of time because machinery is more systematic and more efficient; in actual saving of money as in the case of the modernised cash register which is a constant check upon employer and employee alike; in all these separate ways the grocer can protect himself and abundantly prove the worth and an investment of store furnitures and equipment.

"I have not as much equipment in my store as some other merchants have in theirs; however I make the very best use of what I have got and certainly to me I have proved that the money invested in different articles of equipment, amounting to about \$1,500, has been money well spent. It has yielded returns far above the mere value in dollars and cents of the money expended."

The Economy Store in America

Methods of This New Kind of Store—But One Watchword in All Details—Economy in Everything—How It Has Worked Out This Far.

By Charles Arthur Elliott, F.G.I.

THE idea of an economy store was first thought of and brought about by Mr. Henry Kohl, president of the National Grocery Co., of Jersey City, some 14 years ago, when he owned a grocery department in a market in Jersey City. The idea was of such importance to him that he concluded he would open a few stores more as an experiment. Success seemed assured, as his idea was recognized by more powerful commercial institutions, who recognized his ability, and copied. Mr. Kohl kept right on opening stores in all kinds of places until to-day he has 190 stores, all economy—none service. Each store is run by a manager and from one to three clerks in a store. The managers are paid \$14 a week and one per cent. on business. Each store is inspected two or three times a day by the inspectors. There are time clocks on doors which register opening and closing. The stores are open from 7 a.m. to 7 p.m., Saturday 7 a.m. to 11 p.m. For lunch all leave the stores from one to two p.m.

All standard merchandise is handled. Advertised products receive the same attention as private brand goods, and are bought in ear load lots. Even the old-fashioned counter scales are purchased by the ear load.

All stores are neat and attractive. Window dressers are employed to go from store to store, and ticket writers are constantly in demand. When a purchase is made, articles are bundled in a neat package with a handle put on. No stamps or premiums are given. Everything is strictly cash, and small profits. Articles often are sold at 4 to 5 cents cheaper than in a number of service stores. A large bakery is being built adjoining the warehouse in Jersey City, where all bread, cake and pastry will be baked for all the stores.

In an interview with Mr. R. B. Smith, general manager of the Great Atlantic & Pacific Tea Co. he informed me they had 2,000 economy stores and 200 service stores, and would continue to open economy stores as business warranted it.

A One-Man Store

The Economy Store is generally a one-man store—that is until a store does over a certain amount of business, no extra help is given—but many do not long remain a one-man store. The strongest point made is cleanliness. Each manager must keep his store clean and himself clean. Counters and floors

are oiled Saturday nights after closing time; scales scoops and top of coffee mills are cleaned once a week—also refrigerator inside and out. All cereals, dried fruits, etc., are covered. Paper and paper bags are put in a neat manner out of sight under the counter. After a day's work everything is put in order. It attracts the attention of the passing public. The company furnishes price tags and thumb tacks, and insists upon the store's being properly tagged with shelf price cards. Cards are put before the article on the shelf, so any one can readily see the price of the article behind it. There are silent salesmen of course.

Perishables are watched closely, but-ter, cheese, eggs, etc. It is believed bet-

duced below the price ticketed on the article, and positively no credit is allowed. If customer wants goods delivered, she must get an expressman to arrange for delivery. No order is taken for shipping. This is the same as deliveries. It is up to the customer to pay freight, cartage and all expenses. No discount. All goods are sold at the lowest possible price in order to insure a small margin of profit, no matter what quantity of goods desired purchased.

The lighting system is looked after by a man in Greater New York. Screen doors are supplied in season. Collections are made every day by one in authority. On Tuesdays a circular letter is sent to each window trimmer for the following week's work. All must be uniform. Window price cards are furnished. Baskets are furnished for teas and coffees.

No signs are allowed except those provided by headquarters, and any manufacturer's representatives who who may visit the stores, leaving signs, are told they are not allowed to be put up. No home made signs are allowed. Counters are kept free of goods, except where there is some special to be "Pushed."

Goods are placed back to the walls. It is not permitted to stack shelves by bringing the goods to the front. All employees wear white coats at their own expense. All must be clean shaved.

You can't smoke in the store. If the manager runs out of anything he is not allowed to buy it locally. It's up to him to watch his stock, nor is he allowed to overstock, only to have enough properly to run his business.

Great care is taken in weighing, waiting on children, and taking customers in turn. All inquiries from customers are carefully attended to. Courtesy is demanded by the general management.

Talking Points Given

Every week a talking point is given on salesmanship by mail. No one is allowed to talk about his competitor's goods to a customer. If a customer suggests that So-and-So's coffee is better than others, the manager says that they know nothing about his coffee, but that their coffee is the best value that money can buy. They have only one price coffee—now 21c lb.—and one-price tea—all kinds—29c lb. This firm has one of the largest coffee plants in the world, and a great amount of money is spent in keeping it up.

This article is from the pen of a man in New York who read in CANADIAN GROCER an article on the economy store idea, as it was being tried out in Northern Ontario. Hereunder he gives impressions about those stores which are trying it in New York. As will be seen the single watchword is "Economy" everything else, even service, seems to go by the board. It will be interesting to follow the success or otherwise of this idea.—The Editor.

ter to be out of such goods than to be overstocked. But owing to the wonderful delivery system, these goods are soon replaced. The standard of quality is carefully kept up, which is wonderful. Butter buyers and egg buyers are constantly watching the markets to keep the quality A.1.

The Books Well Kept

Each Saturday night a weekly statement is filled out by managers, showing the business, expenses, deposits, perishable stocks on hands, cash register total at close, daily sales and the number of customers. The manager is the only employee allowed to use the cash register. Supplies are watched and no abuse allowed. All sales are taken by customers. No delivery, no telephone, no cash books or counter books, not even a receipt. Economy, certainly, no matter how much you buy, nothing is re-

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 18—"BRADLEY" LETTERING

EVERY cardwriter, no matter how accomplished he may be, can always afford to add more styles of lettering to his list—Therefore it behooves all who are interested in the art of lettering to keep their eyes open for something new in letter formation.

There are dozens of new types of letters appearing in the advertising sections of journals and magazines which are the work of high-priced artists, from which you can glean many new ideas to work up what appears to be an entirely new form of lettering.

The way to go about it is this: as you run across these letters, sketch them in pencil and the balance of the alphabet can be worked up to correspond with them. You will notice some predominating feature which should be followed throughout the alphabet. For instance, while the "Bradley" is far from being new you will find many new formations that will add new life to the old type. The outstanding feature of this form of lettering is the small angular strokes at the beginning and ending of strokes also the square-cornered junctions in the curved letters.

"Bradley" Alphabets

The lettering we are teaching this month is what might be called by some a fancy letter on account of its out-of-the-ordinary formation. This may be true but nevertheless when the letters are put together to form words they make a very readable card as you will see in the finished work. This style is most suitable for the better class of display cards but it can be used for sale purposes with good effect.

A first glance at the chart gives one the impression of it being a most difficult letter to read. This is not the case: in fact it is one of the most readable forms of lettering that a cardwriter will run across. The rules for arranging these letters are simple and easily understood. Never use all upper case letters in one word. If a capital

is desired have it at the beginning of the word only. The remainder of the letter to be lower case.

The "Bradley" alphabet is not by any means a new one. It has been in use a great many years but has not been used extensively: thus it is uncommon. The principle of its formation is quite simple. First of all you must possess brushes that are in excellent working condition, brushes with red sable hair all the same length. The hair must not split and come to a perfect chisel point when filled with color.

The "Bradley" type is an entirely brush stroke alphabet. That is, each stroke is completed with one sweep of the brush. No finishing strokes are required if the brush is in good condition.

Directions for Painting

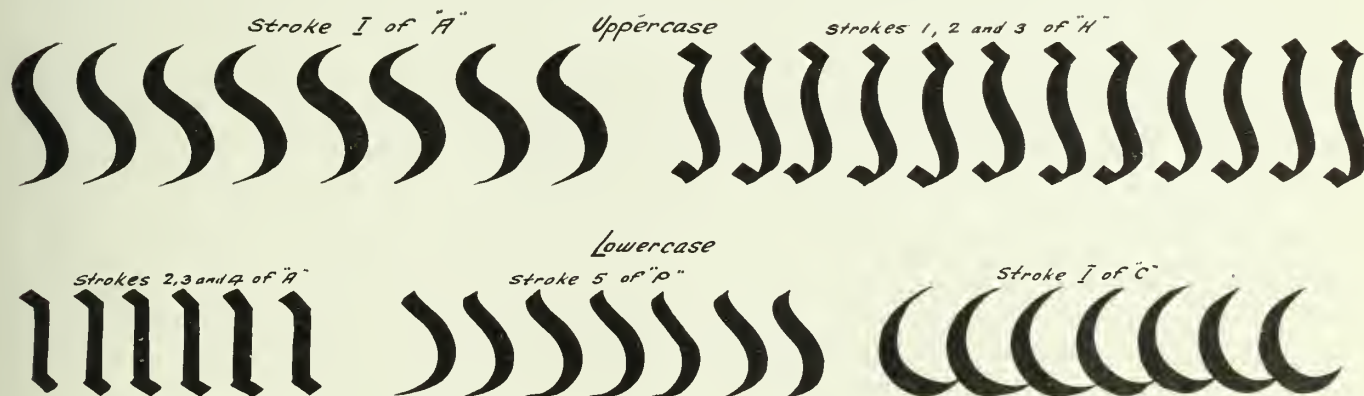
As explained in previous lessons, work the color into the brush by drawing it back and forth on a piece of scrap cardboard until the color flows evenly from it and the point of the brush is the right width. A No. 8 red sable writer is a good size brush to use for a letter two inches high. If a small letter is required use a smaller brush. Don't try to make a big brush do small lettering. Hold the brush quite rigid between the thumb and forefinger. It must not roll as is necessary for the brush stroke block lettering shown in this paper some months ago.

THE CHART

The first "A" shows a very gracefully formed letter. The main thing in this letter is to have it balanced up properly. Practice that stroke No. 1 many times. Stroke 4 of this letter is one of the most prevalent and needs much practice.

The second "A" is of entirely different formation. Stroke No. 1 is made with one sweep of the brush. This stroke has appeared many times in previous alphabets. Stroke 3 is the same as stroke 4 of the first "A."

(Continued on page 20.)



... Practice Exercises ...

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED**

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Maclean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—142-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 102613.

GREAT BRITAIN—

London—The Maclean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX

TORONTO, AUGUST 11, 1916

No. 32

RECONSTRUCTION AT COCHRANE

COCHRANE, as well as other Northern Ontario towns, must be congratulated on its ability in a quick recovery. Hard hit as were the residents by the recent terrible fire, reconstruction is already under way.

Last week the Town Council of Cochrane amended the by-law and provided for the authorization of merchants to construct temporary premises. Several shacks are in progress of building already, and they will be of the dimensions allowed by the amended by-law.

A correspondent who was at Cochrane remarks upon the optimism of the merchants particularly, and says that despite the ravages of the fire they are hard at work even thus early starting again.

This is the spirit which makes good. There is something valiant and brave in the make-up of these men, many of whom are heavy losers, despite insurance, and it is evidenced by the cheery outlook index to the undefeated spirit and strong purpose which not even a cataclysmic catastrophe like the great fire can destroy.

Brave pioneers of the north! Brave you were when the flames were upon you and braver still in the spirit which is in you, which faces the task of reconstruction sturdily, determinedly, though the task before you is heavy.

FREIGHTS KEEP TEA HIGH

A PROMINENT Canadian tea man has expressed the view that "Seven-tenths of the increase in the price of tea has been caused by freight."

Readers of the market columns of this paper will know this by this time and will welcome the authoritative assurance of one who is in a position to know. There is no doubt that tea dealers in Canada have

been heavily hampered by lack of freights. And while there has been a change for the better in this regard so far as most commodities are concerned, particularly those coming from Great Britain to this side the Atlantic, ocean space from India is little more plentiful than it has been. True, the increase in the number of bottoms plying the Atlantic will enable London shippers to get such teas as are there out to this country with greater rapidity and less cost to consignees, but the Eastern waterway is still an expensive item.

A tea house in Canada recently ordered 2,500 chests from Calcutta, but so precious was space on steamers that there was only room for 600 chests. Under these conditions it is no wonder that tea prices are ten cents a pound higher than in pre-war days. It is asserted that seven cents of this goes to transportation companies. It's an ill wind. . . .

KEEP VEGETABLES FRESH

IT seems perennially necessary to emphasise the desirability apparently so patent, for the merchant to keep his goods in excellent condition.

A case came to our notice recently of a grocer losing a customer whose trade he had enjoyed for years by reason of the poor condition in which vegetables were kept during the hot-weather days. The matter really was due to a new clerk, whose duty it was to see that goods were kept fresh and dainty, by two precautions: first, ordering them only in sufficiently large quantities to satisfy demand, and no more, and secondly, seeing that refrigeration was used to full advantage. The clerk not only was new to the game, but he was lazy, and even worse, he "knew it all." He came to the grocery trade prepared to teach it a thing or two, and he told himself the necessity for

keeping things so preciously clean and sweet was exaggerated. A customer of long standing took a sudden notion to try out vegetarianism, and hence bought vegetables in quantity. But the flavor seemed consistently poor, and it was impossible to get good results from such an attempt at vegetarianism. It was not long before she complained to the grocer who promised that the vegetables she bought should be better. However, they got worse as the hot weather continued, and finally the customer gave over buying at the store at all.

It is important to remember that vegetables may be crisp and fresh when brought from the market, but by careless handling they may readily become wilted and spoiled. In hot weather days the public puts it up to the grocer to sell goods which, despite the obstacles, are the acme of sweetness and cleanliness, and somehow the grocer must sell such goods. The question is worth the attention of the merchant himself, while clerks cannot too highly regard the duty of keeping their goods dainty, whatever the means necessary so to do.

A STEP ON THE RIGHT ROAD

CANADA this year has taken a step along the right road in the matter of developing exports in produce. Some years ago this country derived considerable revenue from the exportation of eggs to overseas countries and occasionally across the border.

This has not been the case for the last few years, but this year a reversion to the export state has been made and Canadian eggs, albeit in small quantities, have been going abroad. The same applies to butter. Some parts of Canada which have hitherto imported butter are now producing not only enough for their own needs, but also sufficient to provide a surplus for export. British Columbia is a case in point. Whereas in most years New Zealand butter has been invoked to help out; this year the province has enough for its own needs and a small surplus for export.

In cheese, of course, rapid and considerable progress has been made in this direction. Cheese, before the war, was exported in large quantities, particularly to England. These quantities have become larger and ever larger, though the price of Canadian cheese in England is well over fifty per cent. higher than in pre-war days. These moves forward should be consolidated and further advances made. There is no reason why butter should not be exported from Canada in larger quantities. Eggs, too, could be produced in sufficient abundance. Uniform quality and systematic grading the the big features. If, under dairying and farming conditions which have been handicapped by the undoubted shortage of labor, exports have taken a step forward, in the piping days of peace real progress should be made in increasing produce exports.

RECORD OF CHEESE

IT is expected that the export of cheese from Canada this year will be a record, if present and immediately past conditions are reliable criterions. This applies alike to value and quantity, but particularly the former. Dairying has gone well this year in all parts of the country, and this, despite the fact of the shortage in rennet. Prices have been uniformly high, as the market reports in this paper have shown from week to week.

Great Britain is taking a great deal of cheese, more even than last year, which itself was a record so far as exports to Great Britain are concerned. Moreover, the outlook is for still greater quantities going to Liverpool and other British ports. The Admiralty has made arrangements for more frequent sailings between Canada and England, and no difficulty is being experienced in securing bottoms. Sailings from Montreal now average about one steamer a day. Total exports of cheese for the year will probably aggregate 200,000,000 pounds. This is against 150,000,000 pounds last year. One great factor in cheese exports alike this year and last, has been the demand from the trenches, where cheese is a much-used article of diet.

WASTE THAT IS NOT WASTE.

RECENTLY there appeared an article in this paper showing how grocers could cash in on the waste paper famine which is now a serious fact.

There are evidences that grocers have become aware of the opportunity for saving and capitalizing what is usually waste. Numbers of enquiries have come to this desk asking for particulars as to where a baler for waste paper can be purchased, and what sources there are for selling the paper when baled.

Perhaps to-day as never before a necessary item in a grocer's equipment is a waste-paper baler. One of the largest waste-paper dealers in Canada is now paying something like \$14 and \$15 a ton for baled waste paper, f.o.b. shipping point. The price for waste paper unbled, of course, is not so advantageous to the merchant. With prices like these being paid for matter which is considered as waste and which can be turned to no other good account, that grocer is wise who gets a baler, the small cost of which will be paid for many times by the amount of waste paper sold. Thus you can turn waste to good account. Indeed—to perpetrate an Irishism—it is waste that is not waste.

THAT market news has been for centuries, as it is to-day, one of the chief features of interest to traders is illustrated by the question Shakespeare puts into the mouth of one of his characters in the Merchant of Venice, when he cries, "What News Among the Merchants?"

SHOW CARD WRITING

(Continued from page 18)

In stroke No. 1 of the first "B" we have the same stroke that appeared in the other two letters. Practice well strokes 5 and 6.

Stroke 1 of the second "B" appears often in the alphabet and should be practised carefully. Combination strokes 2 and 3, and 4 and 5 of this letter need a lot of practice.

"C" is a simple letter to form. Stroke 1 is the same as stroke 1 of the second "A."

Stroke 5 of the first "D" is a peculiarly curved stroke and needs a lot of attention.

Stroke 3 of the second "D" should be paid particular attention to on account of its long sweeping character.

"E" is only one style of many used in "Bradley" lettering. Take particular care of strokes 1 and 3.

Strokes 1, 2 and 3 of "F" appear often during the chart. These three can be made without lifting the brush off the card.

Two entirely different styles are shown of the letter "G." Pay special attention to stroke 3 of the first "G." The second "G" is the easiest read and the most used.

The "H" makes a nice capital letter. It shows a good combination of strokes in 1, 2 and 3. The

"I" form is comprised in many other letters. Strokes 1 and 2 of "J" are the same as 1 and 2 of H. Much practice is required to make these strokes graceful. The "K" shows another nicely formed letter. Stroke 6 is a new one so far and should be paid special attention to.

The combination stroke 3, 4 and 5 of "L" should be practised often. This letter needs a lot of attention to get it properly balanced. The "M" and "Ns" are of a similar formation. Their lines appear in other letters. Strokes 1 and 2 of the first "O" are the reverse of one another. Practise this letter well. The second "O" has the third stroke added to give variety.

The "Q" is the same as the first "O" with the tail added.

You will notice a similarity of the two "R's" to the two Ps.

Stroke one of "S" has been shown in brush stroke Roman lettering and should be well known to the writer. The "T" is a very graceful letter but requires a lot of practice to make it such. Strokes 2, 3 and 4 require much attention before they can be made to appear properly balanced. All the strokes of the first "U" are comprised in previous letters. The second "U" gives a variety in the first two strokes. This former letter is the easiest to read.

Of the two "Vs" the first is the most practical and easiest to read. Stroke 3 is the same in either letter. The variety is on the first two strokes. Practise these letters often.

In the "Ws" we have two distinct types. The first is the one of the better "Bradley" characteristics. The

"Bradley" Alphabets

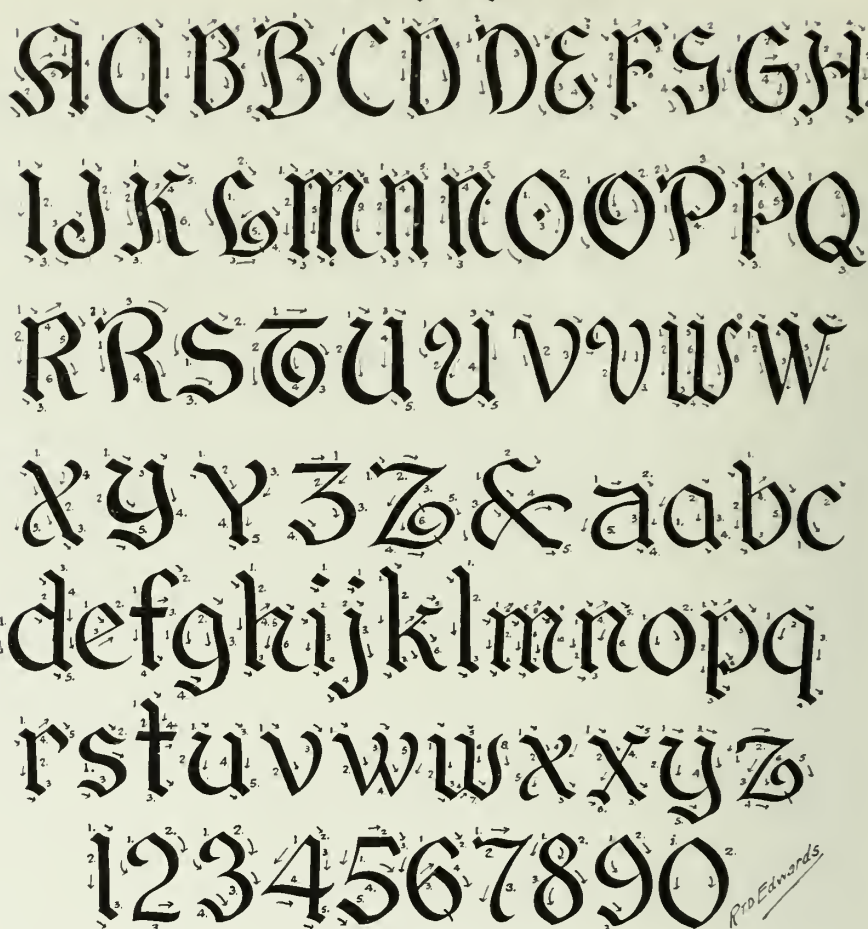


Chart 17

"X" is a letter that can be made very quickly. Be sure to get the combination strokes 1, 2 and 3 at the right angles. With practice strokes 4 and 5 can be made as one stroke. Of the two types of "Y" shown the first is the best to use. All the strokes comprised in these formations are comprised in previous letters.

The second "Y" is of simpler form but not as distinctive as the former.

Two styles of "Z" are given. Both are good ones. The first you will find much easier to form than the latter. Strokes 4, 5 and 6 of the latter letter will require a lot of practice to make them appear as one continuous stroke.

You will notice the same principles which are applied to the upper case lettering are applied to the formation of the lower case lettering. Remember there is no rolling of the brush between the fingers and always keep it at the same angle. There is no necessity for going to detailed explanation of these letters; make the strokes as they are numbered and draw the brush in the direction that the arrows are pointing. If you keep the color in good you will find that the work is much easier to execute.

As to Numerals

"1" is the same formation as the "I" and needs no further explanation. "2" shows some new strokes and needs much practice, especially stroke 2. "3" is made with 4 strokes of the brush. Pay attention to strokes 1 and 4. "4" is just a combination of strokes shown in the upper case alphabet. "5" shows some new strokes but there should be no difficulty here. "6" needs some extra attention to get it balanced up correctly. Note the angle

of stroke 3. "7" is one of the simples, but many card-writers have difficulty with it. Much practice is needed. Note the upper portion of the "8" is smaller than the bottom part. It is advisable to give these strokes hours of hard practice. The "9" requires much practice to get it balanced up properly. The "0" is the same as the "O" shown above.

Practice Exercises

In order that you get the best out of this lesson it is advisable to practice each stroke or set of strokes in a systematic manner. Rule a half sheet card with a pencil with sets of guide line running parallel across the card two inches apart for the upper case and one and one-half inches apart for lower case practice. Start at the beginning of the chart and make each stroke many times.

Fig. 1 gives you an idea of how to go about this work.

Remember cardboard used in this work is worth to you many times more than the cost of the card. Practice is the foundation of perfect letter formation

Don't Overlook the Cigars

on that
outing
trip

\$1.25
per box

An appropriate card for present season.

Grocers Have Good Equipment

FURTHER to the article contained two weeks ago, which showed in detail that grocers the country through believe in having as full an equipment for their store as their purse will permit, there have come in several letters which did not arrive in time to include in the previous symposium. They endorse the opinion that grocers, as a rule, are anxious to possess good equipment. They show what actual grocers do at this moment possess. The grocery trade, taking it by and large, is a trade which is well equipped so far as store furniture goes. Following are the replies received:

C. Pike, Vancouver, B.C.—Cheese cutter, coffee grinder, counter check books, display counters, egg carriers, electric light, meat slicers, meat choppers, pumps for coal oil, refrigerators, computing scales, show cases, stools and chairs, telephones, tanks for oil.

H. W. McMaster, South Dummer, Ont.—Account registers, counter check books, display tables, floor trucks, scales, show jars, stools and chairs, telephones, two tanks for oil.

J. Bowman & Son, Ailsa Craig, Ont.—

"The most valuable fixtures we have in time-saving qualities are display tables. We consider these the most attractive. The computing scales save us most money, we figure."

C. C. Raisin, St. Thomas, Ont.—"Regarding the most valuable equipment from the point of time-saving, first the silent salesman, for candies. This shows the goods while I am with other customers. Secondly, the computing scale gives satisfaction to me and the customer as well. The silent salesman opposite the entrance attracts the customer most because first. Check books save us most money. Having a copy of every sale saves time, disputes and money."

A. Cavena, Barrie, Ont.—One awning, two butter dishes, one cheese cutter, two counter check books, one display counter, electric lights, one refrigerator, one computing scale, five show cases, stools and chairs, telephones. Mr. Cavena adds "I believe we owe it to the public to have every equipment we can afford, and they certainly go most where the best service is offered."

H. H. Anthony, Lower Granville, N.S. One account register, numerous check books, one display table, one delivery wagon, one meat chopper, one pump for

coal oil, one pump for molasses, one refrigerator, two computing scales, two other kinds of scales, four show cases, six show jars, one soda fountain, 30 chairs (including ice cream parlor), one telephone, one oil tank. "We consider our account register the best fixture in our store, and think it the only safe way of conducting a credit business. Next in importance would be our computing scale which is a good time saver and prevents mistakes."

T. A. Fisher, Lindsay, Ont.—One account register, one awning, two biscuit stands, one broom rack, one cash register, one charcoal rack, a cheese cutter, one coffee grinder, four counter check books, two display counters, one delivery wagon, 12 egg carriers, 18 electric lights, one floor truck, one gum vendor, one meat slicer, one set sanitary bin fixtures, one set patented bins, two pumps for coal oil, one refrigerator, two computing scales, three other scales, one safe, five show cases, 12 show jars, four stools and chairs, two telephones, two tanks for oil, one marble meat counter.



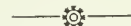
FREIGHT RATES AND TEA PRICES

(From St. John, N.B., Telegraph)

"Seven-tenths of the increase in the price in tea has been caused by freight rates," said T. H. Estabrooks, yesterday, when questioned regarding the state of the tea market at the present time, and what the outlook is for the coming season. Mr. Estabrooks was reluctant about venturing an opinion on the probable condition of the market in the near future, because he felt that too many elements governed and regulated the prices.

At the present time the tea dealers in this country are suffering from lack of proper freight and conveyance. The local tea house a short time ago ordered 2,500 chests of tea from Calcutta, but space was so precious on the steamers that room could be spared for only 600 chests. A short time ago it was possible to secure enough steamers to keep freight prices normal between this continent and the Far East, but now, with rates and insurance increased the consumer is paying ten cents more a pound than he did before the war, and seven cents of this is going into the hands of the transportation companies.

Prices are practically the same in Calcutta, Colombo and Chittagong. A cablegram from Calcutta, yesterday afternoon, giving the market conditions, noted no change in the prices and the supply of a week ago, but if there is any change, the dealers all feel fairly positive that it will be upward. Most of the tea coming to St. John is discharged from the steamers at Boston and then carried through by either rail or boat. Reports seem to indicate that the tea crop is an abundant one; the whole situation then rests with transportation. It is difficult to say what will happen after the war, because it is not known how the quantity of shipping obtainable will compare with the amount required for carrying on the world's commerce. It is said that tea blenders will do well if they preserve the standard of their 40 cent blends during the present season.

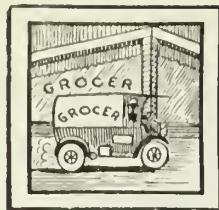


SERVICE DEPARTMENT

Dear Sirs.—Can you give me the addresses of two or three good firms to buy binder twine from?

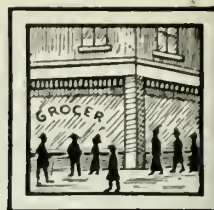
Gordon O. Lake, Gooderham, Ont.,
July 28, 1916.

Editor's Note:—Mr. Lake has been furnished with this information.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec

The annual convention of the Union of Canadian Municipalities will be held in Montreal on August 21st, 22nd and 23rd, and it is hoped will attract a large number of city governments for the purpose of discussing improved methods of city government.

The Montreal branch of the Canadian Credit Men's Association has elected the following officers: : President, J. Thurston Smith, of Lewis Bros., Limited; vice-president, Fred A. Todd, Canada Consolidated Rubber Company; manager, J. E. Moriarity. Board of governors: J. S. Barker, Tooke Bros.; J. W. Deziel, Chaput Fils Cie.; W. McConnell, McIntyre, Son & Co. L.; F. Churchill, J. W. Peek, Limited; H. R. Gray, of Gunn, Langlois, Limited; B. S. Sharing, of Lake of the Woods Milling Co.; W. L. Helliwell, of Guernsey, Massey Co.; H. E. Stubbs, Canada Paint Co.; O. Baillargeon, of Lamontagne, Limited; John Farquharson, of the Montreal Biscuit Co.; R. E. Dixon, Matthews, Towers, Limited; W. R. Feltes, of Ames-Holden Co.; Jos. Desautels, of Fashion Craft; first past president, D. S. Benvie, of Jas. Robinson, Limited.

Ontario

N. M. W. J. McKenzie, a high official and general manager of the eastern districts of the Hudson's Bay Company, is retiring after 40 years of active service with the big company.

The buildings and plant of the Collingwood Packing Company, Collingwood, Ont., were totally destroyed by fire. The plant has not been in operation since the company became insolvent about three years ago. It is not definitely known how the fire started, but it had gained considerable headway before being discovered. The buildings and plant were valued at about \$150,000. The amount of insurance is not known.

Mayor E. K. Barnsdale, of Stratford, Ont., died in a Buffalo hospital, following an operation to relieve him of the effect of a serious illness of several months. The late mayor was a unique figure in Stratford's life. Born near London, England, 67 years ago, he came to Canada when 21 years old, and, after a few months in Whitby and Buffalo, began his business career in Stratford in 1871, building up one of the largest grocery and bakery business in Western Ontario. His civic career is believed to be without parallel. He served the city

as Public School trustee for 25 years, as alderman for nearly as long, as water commissioner, and for the last year and a half as mayor, devoting his entire time to city business until taken ill in the winter. He was a prominent Mason, Oddfellow, Forester, Orangeman, Knight of Pythias, and a member of other fra-



E. K. BARNSDALE, Stratford, Ont.

A grocer for many years and Mayor of Stratford, who died last week in Buffalo. He was a prominent association worker.

ternal societies, and was personally known to a great majority of the citizens.

The death occurred in Toronto, recently, of James J. Henderson, formerly of Halifax. He was a well known artist in Halifax many years ago, and went from there to the United States and finally settled in Toronto. He was a son of the late James Henderson, who kept a grocery store on Water street, near Sackville street many years ago.

For the first time in many months, says an Ottawa despatch, a decline in the cost of living in Canada is indicated by the index number of wholesale prices maintained by the labor department is recorded for the month of June. The decline is very slight, however, and is practically unnoticeable to the housewife. The figure for June was 180.6, as compared with 180.9 for the month previous. The latter figure was the highest ever recorded since the index number has been maintained. In retail prices a considerable advance is shown. The cost of a budget of staple foods aver-

aged \$8.51 in sixty cities of the Dominion, as compared with \$8.37 in May. Employment during the month was at high level, the demand for men increasing in almost all parts of the country.

A special meeting of the Town Council of Paris, Ont., was held at Paris, to reconsider the daylight saving scheme. Several largely signed petitions against the new order of things were presented, and it was decided to grant the request of the petitioners, and the clocks were turned back to standard time.

Western Canada

The W. H. Escott Co., Winnipeg, have been appointed Western representatives of the Bonner Packing Co., Fresno, Cal.

R. W. Atkinson, Edmonton manager for the W. H. Escott Co., was a visitor at headquarters, Winnipeg, last week.

Shippers of salmon from the B.C. coast have received information that freight rates on salmon may be raised on September 1. At present the rate is sixty cents a hundred pounds on shipments of 70,000 lbs. to a car. A freight convention has been sitting at Chicago at which transcontinental roads were represented and friends of the salmon shippers profess to have knowledge that a raise is contemplated. The new schedule, it is alleged, will be eighty-five cents a hundred for overland shipments, but if shipments are going overseas a rate of seventy-five cents a hundred may be struck.

Members of the executive of the Canadian Retail Merchants' Association of Canada are meeting in the Fort Garry Hotel, Winnipeg, this week. The convention, held for the first time in the West, is the annual meeting of the Dominion Board of the Association, which is conferring with delegates from all the organized branches in the various provinces. The delegates attending the convention are: B. W. Ziemann, Toronto, president; J. O. Garreau, Montreal, first vice-president; J. L. S. Hutchinson, Saskatoon, second vice-president; J. A. Beaudry, Montreal, treasurer; and E. M. Trowern, Toronto, secretary. Delegates from the provinces are: J. C. Doyle, Halifax, N.S., secretary of the Nova Scotia branch; D. W. Clark, Toronto, first vice-president of the Ontario Board; W. J. McNully, Stratford, second vice-president of the same board; F. C. Higgins, Toronto, its treasurer, and W. C. Miller, Toronto, secretary.

Sugar Goes Down Again

Decline Said to be Due to Activities of Bear Element on New York Market—Teas Are Easier—
Coffee Firm in Price—Peppers Advance in Primary Market.

Office of Publication, Toronto, August 10, 1916.

ONE of the features of the market during the past week has been a further jump in the price of flour. With the continued soaring of wheat prices flour moved upward. Reports from Winnipeg state rust damage is not nearly as serious in Manitoba as some elements would like the market to believe. Rumors have also been afloat that certain parts of Saskatchewan and Alberta have been visited by rust. Mill men in Winnipeg assert their belief that the increased price of wheat is due largely to a bull element in the wheat market. They are of the opinion the market will decline as soon as the real facts respecting conditions become known.

If, however, the bulls are successful in keeping these reports afloat there is no doubt but that both wheat and flour will continue to advance further. It is significant, however, that the reports issued by the Manitoba Department of Agriculture on August 2 state that out of twelve districts in various sections of the province on which returns were made seven report rust, while the remaining five have no signs of rust. Those districts having rust grade from much rust to very little.

A further decline in the price of sugar is recorded for all sections of the Dominion. Corn meal has advanced in price in conformity with the high price of corn. Corn is now selling at the highest mark for several years past. Hot weather in the Western United States corn belt is reported to have largely damaged the crop.

Lemons continue firm at a high price owing to the big demand and shortage of supplies. Fruit is somewhat scarce owing to the continued dry weather. Ontario peaches are beginning to reach the market and are of medium size and quality. Cooked meats continue in big demand and live hogs have had a big advance during the week. Packers in certain sections of the Dominion have accordingly advanced the price of the main lines of pork products.

Quebec Markets

Montreal, Aug. 10.—The market features this week were further advances in flour and feeds, pork products, butter and cheese, and a reduction in sugar. While there were a number of other changes, the foregoing were the outstanding events, and additional movements in these commodities are anticipated. Trade generally has been fair in view of the very hot weather, which of necessity has a somewhat depressing effect. Country orders have been quite satisfactory, but there has been a relatively quiet amount of business from city retailers.

A considerable advance in Viehy water is reported. There is a large demand

for this French product throughout the Province of Quebec, and the higher price can doubtless be charged to the unsettled conditions in France owing to the war.

One of the large manufacturers of plug tobacco in Montreal has reduced prices on all lines, in some instances the reduction being as great as 5c per lb.

SUGAR.—A sudden weakness which developed in the New York market resulted in a further decline in sugar by Canadian refiners late Monday afternoon. Prices on all grades were marked down 20c, and extra granulated is now selling at \$7.80 per hundred for city trade, and \$7.75, with freight added, for country trade. The sentiment is that prices will be stronger again on account of the position of the Cuban market, where stocks are pretty well completed.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Pork products advanced.
Butter up 1c.
Cheese 2c higher.

FLOUR AND REED—

Flour up 40c.
Feeds higher.
Market strong.

FRUIT AND VEGETABLES—

Pears and peaches down.
Montreal melons in.
New vegetables cheaper.

FISH AND OYSTERS—

Salmon higher.
Supplies limited.

GENERAL MARKETS—

Sugar declines again.
Canned salmon advances.
Shelled walnuts up 1c.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour prices up.
Corn products advance.
Mill feeds still.

FRUITS AND VEGETABLES—

Lemons still high.
First Ontario peaches in.
New potatoes higher.
Harvest apples poor.
Canadian melons in.

FISH AND OYSTERS—

Western salmon scarce.
Salmon trout up 1c.
Whitefish advances.

PRODUCE AND PROVISIONS—

Live hogs advance.
Butter hard to get.
Cheese up.
Egg deliveries poor.

GENERAL GROCERIES—

Peppers firm.
Coffee firm.
Teas easier.
Sugar declines 20c.

MANITOBA MARKETS.

FLOUR AND CEREALS—

Flour up 80c barrel.
Wheat soars through rust.
Rolled oats to go up.
Big strengthening of feeds.
Cornmeal considerably higher.

PRODUCE AND PROVISIONS—

Sensational hog advance.
Live hogs now bring \$11.85.
Not affecting meat prices.
Eggs temporarily weak.
No. 1 creamery brings 29-30c.
Ontario cheese 18½-18¾c.

FISH AND POULTRY—

Salmon short brings 15c.
Pickerel scarce at 10c.
Gold eyes off the market.
Broilers and fowl not plentiful.
Plenty of lake trout offered.

FRUIT AND VEGETABLES—

Peaches, plums and pears selling.
Mostly local vegetables offered.
Imported tomatoes at \$1.50 box.
Spanish onions \$2.50 per crate.
California grapes in \$3 crate.
California lemons up to \$8.50.

GENERAL GROCERIES—

Sugar declined last week.
Corn syrups and starch up.
Prunes may be easier.
Peaches and apricots higher.
Good local stocks of beans.
Black pepper up 1c

It is expected that the closing down of the Cuban production will enable holders of sugar, who are in a strong position, to maintain their stocks pending refiners requirements. It is generally believed that refiners are none too well supplied with raw materials. Considerable buying has taken place at the reduced figures.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	7 80
30 lb. bags	.....	7 90
2 and 5-lb. bags	.....	8 10
Extra Ground Sugars—		
Barrels	.....	8 15
30 lb. boxes	.....	8 35
25 lb. boxes	.....	8 55
Yellow Sugars—		
No. 1, 100 lb. bags	.....	7 40
Dark yellow, 100 lb. bags	.....	7 20
Bright yellow, bbls. only, cwt.	.....	7 65
Powdered Sugars—		
Barrels	.....	7 95
50 lb. boxes	.....	8 15
25 lb. boxes	.....	8 35
Paris Lump—		
100 lb. boxes	.....	8 40
50 lb. boxes	.....	8 50
25 lb. boxes	.....	8 70
Crystal Diamonds—		
Barrels	.....	8 40
50 lb. boxes	.....	8 50
25 lb. boxes	.....	8 60
25 lb. boxes	.....	8 80
Cartons	.....	9 25
Half cartons	.....	9 95
Crystal Dominoes, cartons	.....	9 45

MOLASSES AND SYRUPS.—While there has been no change in the price of molasses, there is a decided firmness to the market in view of reports from Barbadoes of a very strong position there. Stocks on hand, while better than for several months past, are not by any means what dealers would like to see at this season. Large receipts are needed to take care of the coming winter requirements. There has been a fair amount of business in corn syrup and compound maple syrup.

		Prices for	
		Fancy.	Choice.
Barbadoes Molasses—		Island of Montreal.	
Punchons	.....	0 59	0 51
Barrels	.....	0 62	0 54
Half barrels	.....	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—

Barrels, per lb., 3½c; ½ bbls., 4c; ¼ bbls.	.....	0 04½
Pails, 83½ lbs., \$1.95; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case.	.....	2 65
Cases, 5 lb. tins, 1 doz. in case.	.....	3 00
Cases, 10 lb. tins, ½ doz. in case.	.....	2 90
Cases, 20 lb. tins, ¼ doz. in case.	.....	2 85

Cane Syrups—

Barrels, lb., 5½c; ½ bbls.	.....	0 65½
Cases, 2 lb. tins, 2 doz. in case	.....	4 80

DRIED FRUITS.—"Marking time" seems to express the situation in this market better than anything else. Prices remain unchanged, but there is a general feeling that developments are under way. It was learned this week that efforts are being made to bring a cargo of currants direct to Montreal from Patras. A steamer is expected to leave there about September 1, and if the venture proves successful other shipments will be arranged. This would doubtless bring lower prices in currants, and there is a reflection this week in a weaker market for this product. Raisins are quiet, but a fair trade is passing in other lines.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09½
Apples, choice winter, 50-lb. boxes	.....	0 09
Apples	.....	0 14
Peaches, choice	.....	0 11½
Peaches, choice	.....	0 08

Pears, choice		6 13½
DRIED FRUITS.		
Candied Peels—		
Citron	.....	0 24
Lemon	.....	0 20
Orange	.....	0 19
Currants—		
Philippas, fine, loose, new	.....	0 14
Philippas, packages, new	.....	0 15
Dates		
Dromedary, package stock, old, 1-lb. pkg.	.....	0 10
Pers. choicest	.....	0 12½
Halloway, loose, new	.....	0 09½
Halloway, 1-lb. pkgs.	.....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09½
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 11
40 to 50, in 25-lb. boxes, faced	.....	0 10½
50 to 60, in 25-lb. boxes, faced	.....	0 10
60 to 70, in 25-lb. boxes, faced	.....	0 09½
70 to 80, in 25-lb. boxes, faced	.....	0 09
80 to 90, in 25-lb. boxes, faced	.....	0 09
90 to 100, in 25-lb. boxes, faced	.....	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscatsels, loose, 3-crown, lb.	.....	0 09
Muscatsels, 4-crown, lb.	.....	0 09½
Cal. seedless, 16 oz.	.....	0 12½
Fancy seedless, 16 oz. pkgs.	.....	0 09½
Choice seedless, 16 oz. pkgs.	.....	0 10½
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—Beans are still scarce and high, both factors that limit the volume of business. There has been no change in price during past few weeks, but market is firm. Peas are in fair demand, with a tendency to await developments from the new crop.

Beans—		
Canadian, 3-lb. pickers, per bushel	.....	6 00
Canadian, hand-picked	.....	5 90
Canadian, 5-lb. pickers	.....	5 60
Yellow eyes, per bushel	.....	5 70
Lima, per lb.	.....	0 08½
Peas, white soup, per bushel	.....	3 25
Peas, split, bag 98 lbs.	.....	5 00
Barley, pot, per bag	.....	3 25
Barley, pearl, lb.	.....	0 04½

SPICES.—There have been no actual changes in prices, but the market generally shows a weaker tone this week. In some lines fractional reductions have been made, but the changes do not affect the retailer.

		5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	.....	—0 16	—0 09	—0 23
Cassia	.....	—0 27	—0 85	—0 35
Cayenne pepper	.....	—0 28	—0 85	—0 35
Cloves	.....	—0 30	—0 90	—0 39
Cream tartar	.....	—0 67c.		
Cinnamon, per lb., 35c.	.....		
Ginger, Cochín	.....	—0 25	—0 16	—0 31
Ginger, Jamaica	.....	—0 28	—0 16	—0 29
Mace	.....	—0 80	—0 100	—0 80
Nutmegs	.....	0 45—0 45	—0 45	—0 80
Peppers, black	.....	—0 28	0 85—0 90	—0 28
Peppers, white	.....	—0 35	1 15—1 20	—0 37
Pastry spice	.....	—0 22	0 95—1 20	—0 29
Pickling spice	.....	0 18—0 22		—0 22
Turmeric	.....	0 21—0 23		—0 22

Lower prices for pails, boxes or ballers when delivery can be secured.

Cardamom seed, per lb., bulk	.....	2 00	2 50
Caraway—			
Canadian	.....	0 13	0 22
Dutch	.....	0 20	0 22
Cinnamon, China, lb.	.....	0 14½	0 16
Mustard seed, bulk	.....	0 19	0 23
Celery seed, bulk	.....	0 36	0 46
Shredded coconut, in pails	.....	0 21	0 23
Pimento, whole	.....	12-15	

NUTS.—The only change in this market during the past week was an advance of 1c in price of shelled walnuts, which are now quoted at 36c to 37c per lb. The demand has been fairly heavy, with stocks none too great, and in consequence market is firm.

Almonds, Tara, new	.....	0 17	0 18
Grenobles	.....	0 17	0 18
Marbots	.....	0 13½	0 14
Shelled walnuts, new, per lb.	.....	0 35	0 36

Shelled almonds, 28-lb. boxes, per lb.	.....	0 40	0 42
Sicily filberts	.....	0 16	0 17
Filberts, shelled	.....	0 35	
Pecans, large	.....	0 19	0 20
Brazils, new	.....	0 15	0 16
Peanuts, American, roasted	.....	0 49	0 12½

COFFEE.—The situation is unchanged, with a seasonable amount of business being done. The extremely warm weather is said to have had some effect on sales, but on the whole the volume of trade is about as usual for the time of year.

Coffee, Roasted—			
Bogotas, lb.	.....	0 27	0 31
Jamaica, lb.	.....	0 22	0 24
Java, lb.	.....	0 33	0 36
Maracaibo, lb.	.....	0 22	0 23
Mexican, lb.	.....	0 27	0 28
Mocha, lb.	.....	0 33	0 36
Rio, lb.	.....	0 18½	0 21
Santos, lb.	.....	0 21	0 23
Chicoory, lb.	.....	0 12	0 14

TEA.—Although there have been no changes in tea quotations, the tendency of the market is weak at present. There have been no developments since last report.

RICE AND TAPIOCA.—The position of affairs in this market has undergone no change since last week, but the trade are looking forward to an improvement at any time now. Rice is considered due for an advance as soon as a little more activity develops. Tapioca is unchanged with fair demand.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	4 30
"C.C."	.....	4 10
India bright	.....	4 45
Lustré	.....	4 50
Fancy Rices—		
Mandarin, Patna	.....	4 50
Pearl	.....	5 00
Imperial Glace	.....	5 70
Sparkle	.....	6 30
Crystal	.....	5 00
Snow	.....	5 20
Ice drips	.....	5 30

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—		Per lb.
Bags, 24 lbs.	.....	0 06
Half bags, 112 lbs.	.....	0 06½
Quarter bags	.....	0 06½
Velvet head Carolina	.....	0 08
Sago, brown	.....	0 06½

Tapioca—		
Pearl, lb.	.....	0 10
Seed, lb.	.....	0 10½

CANNED GOODS.—Demand for all lines continues fairly active, though vegetables are moving more slowly with the arrival of more plentiful supplies of green stuff, and the same may be said of fruits.

An advance was announced this week in clover leaf salmon, the price now quoted being \$2.75 per doz. for 1-lb. flats, and \$2.55 for 1-lb. talls. The market generally is strong.

Ontario Markets

Toronto, Aug. 11.—The past week has witnessed some price movements. In the case of flour it was upward and with sugar downward. Flour went up 60c a barrel, and sugar declined 20c per 100 pounds. There has been a disappointing consumption of sugar during the pres-

ent summer, and the reduction in sugar was evidently for the purpose of stimulating trade. Up to the present time it has had the opposite effect.

Fruits and vegetables have been reaching the market in rather poor quantities, attributable largely to the continued hot weather. With the recent rain and cooler weather wholesale dealers look for a better supply. Raspberries have been disappointing.

Corn products have advanced owing to the high price of corn. Prices at the present time are higher than they have been for over fifty years. Cornmeal and corn flour have followed upward, and corn syrup has also taken an upward glide. Condensed milk is another commodity that has had a big run this summer, partly for war orders, and partly because the pasture has been giving out and the production of milk has fallen off. There is much condensed milk being shipped to Europe and the West Indies.

Canned pork and beans is another line that has recently advanced. Beans are very high in price owing to the scarcity, and this has been one of the contributing factors in sending the price of the canned article to an increase. On the whole, the market during the week has been steady on the advance.

SUGAR.—Another decline of 20c per 100 pounds went into effect with Canadian sugar refiners on Monday of this week. Standard granulated sugars are now selling at \$7.86. Sugar men state they cannot see any good reason why the market should decline. One of the factors that helped send the market down was a bear movement in raws on the part of paper speculators in New York. Before this element pulled out of the market they sold out for $\frac{3}{8}$ of a cent below the current market value of sugar. This led to a general demoralization of the market, which resulted in a serious decline from 7.65c to 7c on Monday. On Tuesday the market recovered, and at the close of business the market was at 7.25c. In sympathy with this condition in New York the Canadian market declined 20c per hundred. Statistically the position of raw sugars is asserted to be strong with factories closing and reduced stocks. Himely, regarded as the leading Cuban statistician, estimates the final outturn for the present crop to be 3,006,000 tons, and reports that of the sugars remaining 200,000 tons are sold awaiting shipment, 150,000 tons being for Europe and 50,000 tons for America. There is a balance stock on hand of 375,000 tons, which is all that remains unsold to provide for home consumption until the new crop comes in in December. Dealers have small holdings at the present, and are following a hand-to-mouth buying in order to await further

developments. Sales have been retarded owing to decline.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 86
20 lb. bags	7 96
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 86
New Brunswick refined, 100-lb. bags	7 86
Extra Ground Sugars—	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
150 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lump—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Prices for molasses continue at a high level; higher, in fact, than they have been for the past thirteen years. The problem still continues to be to get shipments through from producing sections. Corn syrup has taken an upward flight during the week. Continued high price of corn and an advancing market has been largely responsible. Corn in Toronto is now selling around 96c in Toronto, the highest price for at least fifty years. The highest point reached in recent years has been 92c. The new price for syrup is about $\frac{1}{4}$ c higher.

Barrels, about 750 lbs.	0 04 $\frac{1}{4}$
Half barrels, about 350 lbs.	0 04 $\frac{1}{2}$
Quarter barrels, about 175 lbs.	0 04 $\frac{3}{4}$
Cases, 2 dozen 2-lb. tins	3 40
Cases, 1 dozen 5-lb. tins	3 40
Cases, $\frac{1}{2}$ dozen 10-lb. tins	3 30
Cases, $\frac{1}{4}$ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, lb., 5 $\frac{1}{4}$ c; $\frac{1}{2}$ bbls.	0 05 $\frac{1}{2}$
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43

TEAS.—Cable despatches from London on Wednesday state the market in Ceylon teas is steady. A gradual improvement in quality is expected. For common teas the market was easier if anything. The London market has now been for a long time without a good quality of teas. Quotations for the Japans on the third crop are expected in the near future, and it is anticipated these quotations will be firmer. The market in both London and Calcutta has been easier. The crop remains uncertain, shortages having been reported. Tea men state the easier tendency in the tea market for the past five or six weeks has been unexpected. They give the opinion that it is a favorable time to be in the market buying teas. The demand for the summer months has been light.

COFFEE.—The primary coffee market is very firm. On Tuesday of this week there was an advance of 19 points recorded with sales of 63,000 bags at New York. Indications seem to point to a continuation of the firm and advancing market. Large holdings have been purchased and are to be held in New York for shipment to Europe on the cessation of hostilities. Coffee stocks in the central empires are very

low at the present time as practically no importations have been made.

Coffee, Roasted—	
Bogotas, lb.	0 27
Jamaica, lb.	0 25
Java, lb.	0 33
Maracaibo, lb.	0 25
Mexican, lb.	0 27
Mocha, lb.	0 33
Rio, lb.	0 19
Santos, Bourbon, lb.	0 24
Santos, lb.	0 21
Chicory, lb.	0 14

SPICES.—Pepper has advanced in the primary markets within the past week or ten days a cent and a quarter per pound. Shortages in the crops in Siam, Singapore and Limpong have had a firming tendency. The local market, however, has not advanced but it is expected advance will be recorded by October. The demand for all spices is good, particularly with the pickling spices at the present time. Dealers look for the heaviest demand in September. Cream of tartar is slightly easier.

	Pure, lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 50
Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	0 90
Nutmegs	0 40
Pastry	0 39
Pickling spice	0 22
Pepper, black	0 28
Pepper, white	0 37
Nutmegs, select, whole	0 40
Mustard seed, whole	0 28
Celery seed, whole	0 45
Coriander, whole	0 13
Caraway seed, whole	0 28
Spice, pickling, whole	0 20

BEANS AND PEAS.—Beans continue in a firm and advancing market. Prime beans are selling around \$5.10 per bushel and fancy hand-picked as high as \$6 per bushel with very few to be had. Camps and troops never tire of beans as a food commodity. Outlook for the new crop is poor as the sun has scorched the vines and made the beans small in size.

Beans, Japanese, hand-picked, bushel.....	5 60	6 00
Prime	5 60	5 10
Peas, blue, bushel	3 50	3 60
Split	5 00	

DRIED FRUITS.—Prices for currants in the primary market at the present time are so high that Canadian buyers are not interested. They are not even in a frame of mind to negotiate for lower prices but are contented to wait until matters develop. An invitation from the dealers in the primary market to make counter offers brought no response from Canadian buyers. The prune market gives signs of weakening. While there is a strong association among the producers in California the packers maintain the prices are too high at present figures and feel they will not have to pay more than 5c per pound. The association has named their prices around 6c. Estimates of the tonnage of prunes are to the effect that they will be in excess of previous estimates. This is a factor that the packers are gambling on to give them lower prices.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Std., 25's, faced	0 15	0 15½
Choice, 25's, faced	0 18	0 19
Extra choice, 25's, faced	0 19	0 20
Fancy, 25's, faced	0 20	0 21
Candied Peels—		
Lemon	0 20	0 22
Orange	0 18	0 20
Citron	0 25	0 27
Currents—		
Filigras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vasizias, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Farda, choicest, 12-lb. boxes	0 09½	0 10
Choice, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 10	0 10½
Halloweas	0 08½	0 09
Prunes—		
34-40s, California, 25-lb. boxes.....*		0 14
40-60s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 09	
Std., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10	0 10½
Seeded, choice, 1 lb. packets	0 09½	0 10
Seedless, 12 oz. packets		6 13
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

RICE AND TAPIOCA.—There is a good demand for rice at the present time. Prices hold firm. A still larger demand is expected in September. Tapioca prices are a shade easier with pearl being quoted at 9 to 9½ cents and seed at 9¼ to 10 cents.

Rice—		
Rangoon "B." per cwt.	4 50	
Rangoon "CC." per cwt.	4 40	
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09

Tapioca—		
Pearl, per lb.	0 09	0 09½
Seed, per lb.	0 09½	0 10

CANNED GOODS.—The pack of sockeye salmon is reported away behind expectations. The run in British Columbia waters will soon be over and packers state they will not be able to fill more than 25 to 30 per cent. of orders placed for talls. There will not be near enough canned salmon to meet the needs. The spot situation for canned salmon is acute, talls being hard to get at almost any price. Canned beans have advanced in price owing to the possible dearth in supplies of beans and the difficulty to get them at the present time. It is expected the new crop of tomatoes will be started on the way to the cans before long. Canned peas in the new crop will be short this year. Jobbers will not be able to get more than 70 per cent. of their orders. All canned goods hold firm.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases 4 doz. .per doz.....	2 75	
½ flats, cases 8 doz. .per doz.....	1 75	
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	0 97½	
Pinks, 1-lb. talls	1 20	
Cohoos, 1-lb. talls	1 90	
Red Springs, 1-lb. talls	2 00	
Pumpback, ½-lb. tins	0 50	
Canned Vegetables—		
Tomatoes, 3's	1 40	
Peas, standards	1 00	
Early June peas	1 05	
Corn, 2's, doz.	1 00	
Corn, fancy, doz.	1 15	

Manitoba Markets

Winnipeg, August 9.—The big feature this week is undoubtedly the sensational advance in wheat and flour. In a very short time wheat jumped 20c per bushel, and it seems to be still going up. In sympathy with this advance, flour is up 80c per bbl. right across the Dominion, and this advance is not commensurate with the advance in wheat. If wheat continues to go up at the present rate, millers state that flour must go up too. The wheat market has been influenced largely by reports of rust damage in southern and central Manitoba. These reports have been circulated and probably exaggerated by the bull element, which have been in control of the wheat market during the past month or six weeks.

There seems to be every indication that these reports are being made use of unduly. Reports coming in from private sources are to the effect that statements regarding the damage done by rust are exaggerated unreasonably. There is every reason to believe that the crop in southern and central Manitoba will be a good one despite the rust, which no doubt is there, but will probably be curbed by rains which fell last week end. Should these reports continue to circulate as they have been doing, there is no doubt about it that wheat will go up further. If the true facts should be made known, an easing off in the wheat market would no doubt result. Reports are having a bad effect on business generally, as business men are inclined to be too pessimistic.

SUGAR.—A decline of 20 cents per hundred on sugar was recorded this week, making the second since July 29. The declines came as a surprise to the trade here, and there is a feeling that the market will probably go back again. It was understood that the raw sugar market in New York was much firmer last week end. A big factor in this development has been the delayed demand for sugar required for preserving. It seems that the housewife is not putting up the same amount of preserves this year as she did in former years, and the demand for sugar is only fair. As it is still rather early for preserving, and as retailers in Canada are not stocked up too heavily, there is a possibility they will be in the market before very long, which might send prices up again. Wholesalers in Winnipeg continue to buy only hand to month.

Sugar, Eastern—	Per cwt.
Standard granulated	8 40
Extra ground & icing, boxes	9 25

Extra ground or icing, bbls.	8 85
Powdered, boxes	9 00
Powdered, bbls.	8 85
Hard lump (100 lb. case)	9 30
Montreal yellow, bags	8 00
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 35
Halves, 50 lbs., per cwt.	8 45
Bales, 20 lbs., per cwt.	8 45
Powdered, 2's	9 00
Powdered, 5's	9 25
Long, barrels	9 00
Icing, 5's	9 20
Cut loaf, barrels	9 30
Cut loaf, 5's	9 50
Cut loaf, 2's	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 20
Bar sugar, bbls.	8 85
Bar sugar, boxes, 5's	8 95
Icing sugar, bbls.	8 95
Icing sugar, boxes, 5's	9 25
H. P. lumps, 100-lb. cases	9 35
H. P. lumps, 25-lb. boxes	9 55
Yellow, in bags	8 00

SYRUPS.—Corn syrups advanced 20c per case recently, this being brought about by the high price of corn, quotations now are 2's per case two doz. \$3.08; 5's per case 1 doz. \$3.43; tins per case ½ doz. \$3.41; 20's per case ½ doz. \$3.32; ½ bbl. \$4.90. The corn market is still very firm, but it is hardly likely there will be a further advance as 20c was a pretty big one. There is nothing special to report on molasses, which move very slowly at this season of the year. There is no chance of cane syrup going up just now. The demand is very small.

Corn Syrup—		
2s, per case 2 doz.	3 68	
5s, per case, 1 doz.	3 43	
10s, per case, ½ doz.	3 21	
20s, per case, ½ doz.	3 32	
½ barrels	4 90	
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case.....	4 65	
5-lb. tins, 1 doz. to case, per case.....	4 75	
10-lb. tins, ½ doz. to case, per case	4 45	
20-lb. tins, 3 tins to case, per case	4 55	
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatchewan they are 5c case higher.)		
Molasses—	Per gal.	
Barbadoes, ½ bbls., per gal.	0 70	
New Orleans	0 37	
New Orleans, tins, 24 x 2 lb. case, \$2.20; 24 x 3 lb. case, \$3; 12 x 5 lb., \$2.60; 6 x 10 lb., \$2.55.		

DRIED FRUITS.—The market in California is slightly easier on spot prunes, but buyers are said to be purchasing freely on account of freight rates, which will advance 10c from San Francisco and 20c from interior California points on Sept. 1st. There is a feeling in some quarters that prunes are going to be much cheaper this year, but everything will depend on how the trade buy. As stocks are very low there is a possibility that American retailers will compel jobbers to go into the market. If they go in at once, there is no doubt that prices of prunes will be higher. This will be decided in about three weeks time. Reports from California state that growers there are very wealthy owing to the high price prevailing during the past year, and are very independent. This will also be an important factor. No change in the raisin situation is reported. Few currants seem to be selling on account of the high market, and stocks coming in are said to be of very inferior quality. Evaporated apples are slightly firmer in the East for prompt shipment. Peaches are higher again. New crop are 1¼c higher

than old crop, and will be on the market in about a months time. Appricots are very high, and the consumption is expected to be very limited.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07½	
Evaporated apples, choice, 25's	0 08	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25's	0 12½	
Apricots, choice, 25's	0 14½	
Apricots, choice, 10's	0 15½	
Peaches—		
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 08½	
Currants—		
Filiatras, dry cleaned	0 13½	0 15½
Vostizzas, dry cleaned	0 11	
1 lb. package Amalias	0 16½	
2 lb. package	6 29	0 33
Dates—		
Hallowee, loose, per lb.	0 09	
Hallowee, 12-oz. pkgs.	0 08½	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10½
16 oz. choice, seeded	0 10	0 10½
12 oz. fancy, seeded	0 06	0 08½
12 oz. choice, seeded	0 07	0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	6 08½	
3 crown, loose, 50's	0 08½	
Raisins, Cal. Valencia—		
25-lb. boxes	0 09	
50-lb. boxes	0 09½	
Prunes—		
90 to 100, 25s	0 07½	
80 to 90, 25s	0 07½	
70 to 80, 25s	0 08½	
60 to 70, 25s	0 09	
50 to 60, 25s	0 09½	
40 to 50, 25s	0 10½	
Peels—		
Orange, lb.	0 17½	0 18½
Lemon, lb.	0 18	
Citron, lb.	0 21½	

DRIED VEGETABLES.—The primary market for beans is still high and prices in Michigan are inflated. It begins to look as though stocks in Winnipeg are very heavy. Most jobbers claim to have enough to carry them over two months. The retail trade are getting these beans at very reasonable figures, hand-picked stuff selling as low as \$4.75, which is pretty nearly what shippers are getting in the East. There are some European beans coming on to this market.

Beans—		
Japanese white beans, bushel	5 10	
California Lima Beans—		
80-lb. sacks	0 07½	
Barley—		
Pot, per sack, 98 lbs.	3 30	
Pearl, per sack, 98 lbs.	4 30	
Peas—		
Split peas, stck., 98 lbs.	6 50	
Whole peas, bushel	3 33	

SPICES.—Prices on all lines continue high. The principal lines affected last week was black pepper and cream of tartar. The latter is still exceedingly high and scarce. Black peppers have advanced 1c per lb. in the primary market on account of the short crop, but there has been no advance locally.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 22	
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 26	
Cloves, ground	0 28	
Ginger, Jamaica, ground	0 22½	0 23½
Nutmegs, ground	0 28	0 30
Pepper—		
Ground, black, 10-lb. boxes	0 27	
Ground, white, 10-lb. boxes	0 31	
Whole, white	0 31½	

COFFEE.—The market remains firm, with upward tendencies. Growers are not showing any disposition to accept lower prices.

Coffee—		
Green, choice, No. 7 Rio	0 14½	
Green, choice, No. 5 Rio	0 15½	
Green, Santos	0 18½	
Roasted Rio, in bulk, bbls.	0 20	
Maraicao, green	0 23	0 25
Maraicao, Santos	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins.	0 10	0 10½

TEA.—Jobbers are not doing very much buying just now. They expect to buy cheaper in October and November, and state that they will have cheaper tea in Winnipeg by December. They are calculating that freights will be lower by that time, which would materially affect quotations. It will be remembered that tea bought during these months last year was rather cheap, but went up again around March. Whether teas will be lower or not this year depends much on whether there is a reduction in freight rates.

CANNED GOODS.—Supplies going out fairly freely. The trade still expect higher prices. All jobbers report good sales and difficulty getting supplies on some lines. The latter difficulty is probably due to labor conditions in the East. Stocks of canned salmon are reported very light in Winnipeg, and the market is firm. New salmon prices are expected almost any day, and will probably be higher than they were last year.

ALBERTA MARKETS (EDMONTON)

Edmonton, Aug. 10.—Business is very brisk. Two weeks will put wheat where frost will not harm. Prospects are excellent. Everybody is optimistic. Sugar declines 20c on Tuesday basis, bulk per 100 pounds being quoted at \$8.95. Flour advances by leaps and bounds, 98's, No. 1 patent selling for \$3.75. Wheat products are advancing in sympathy. Rolled oats are quoted at \$2.90. Oatmeal is selling at \$4.10. Fresh fruit season is coming. Fruit houses report considerable activity. Corn products show firm aspect. Syrup starch indicates fair advance. Eggs are 20c dozen. No 1 dairy butter is selling at 20c to 21c. Evaporated fruits have advanced ½c to 2c per pound.

General—		
Beans, small white Japan, lb.	0 08	
Flour, No. 1 patent, 98's	3 75	
Molasses, extra fancy, gal.	0 77	
Roller oats, 80's	3 00	
Roller oats, 80's	2 90	
Rice, Siam, cwt.	3 90	
Potatoes, local, per bush.	0 40	
Sago and tapioca, lb.	0 09	
Sugar, pure cane, granulated, cwt.	8 95	
Shelled walnuts, finest halves, lb.	0 38	
Shelled walnuts, broken, lb.	0 28	
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 18½	0 19½
Butter, creamery, lb.	0 32	
Butter, No. 1, dairy, lb.	0 20	0 21
Bacon, smoked backs, per lb.	10 15	0 23½
Bacon, smoked bellies, per lb.	0 26	
Lard, pure, 3s, per case	10 35	
Eggs, new laid, per doz.	0 20	
Eggs, case	6 75	7 00
Canned Goods—		
Tomatoes, 3s, standard, case	3 10	
Tomatoes, gals., case	2 25	
Corn, 2s, standard, case	2 35	
Peas, 2s, standard, case	2 45	
Apples, gals., Ontario, case	1 35	
Strawberries, 2s, Ontario, case	4 90	
Raspberries, 2s, Ontario, case	4 50	
Salmon, finest sockeye, tails, 48x1s, cs.	9 65	
Salmon, pink, tails, 48x1s, per case.	4 25	
Lobster, ½s, per doz.	3 00	
Dried Fruits—		
Currants, lb.	0 13½	
Evaporated apples, 50s, per lb.	0 10	
Peaches, choice, 25s, per lb.	0 06½	
Apricots, choice, 25s, per lb.	0 17	
Pears, choice, 25s, per lb.	0 14	
Prunes, 90-100	0 07½	
Sultana raisins, Cal., extra fancy	0 15	
Valencia raisins, Cal., lb.	0 10	

ALBERTA MARKETS (CALGARY)

Calgary, Aug. 11.—Flour has made two advances since last report—one of 25c and one of 15c. Rolled oats are up 15c. Sugar has dropped 20c. Cheese is firmer at 20c to 22c. Tomatoes, gallons, are quoted at \$2.50 a case; No. 3's at \$3.25. Advances in canned milk are expected. Choice evaporated peaches are quoted at 9c. Prices on new pack dried fruits for fall delivery will be about 1c to 2c per pound higher than present quotations. New B. C. potatoes are 2c per pound. Raspberries are about over.

General—		
Beans, small white Japan, lb.	0 06½	0 07
Flour, No. 1 patent, 98's	3 40	3 30
Molasses, extra fancy, gal.	0 75	
Roller oats, 80's	3 15	
Roller oats, 80's	3 20	
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 50	0 60
Sago and tapioca, lb.	0 10	
Sugar, pure cane, granulated, cwt.	9 05	
Shelled walnuts, finest halves, lb.	0 49	
Shelled walnuts, broken, lb.	0 30	
Produce and Provisions—		
Cheese, No. 1 Ontario, large, per lb.	0 18½	0 19½
Butter, creamery, lb.	0 31	
Butter, No. 1, dairy, lb.	0 20	0 21
Lard, pure, 3s, per case	10 30	
Bacon, smoked backs, per lb.	0 23½	
Bacon, smoked bellies, per lb.	0 26	
Lard, pure, 3s, per case	10 35	
Eggs, new laid, per doz.	9 00	
Eggs, No. 1	8 00	
Canned Goods—		
Tomatoes, 3s, standard, case	3 70	
Corn, 2s, standard, case	2 45	
Peas, 2s, standard, case	2 45	
Tomatoes, gals., case	2 50	
Apples, gals., Ontario, case	1 75	
Strawberries, 2s, Ontario, case	4 90	
Raspberries, 2s, Ontario, case	4 50	
Salmon, finest sockeye, tails, 48x1s, cs.	10 00	
Salmon, pink, tails, 48x1s, per case.	4 50	
Lobster, ½s, per doz.	3 00	
Dried Fruits—		
Currants, lb.	0 15	
Evaporated apples, 50s, per lb.	0 10	0 10½
Peaches, choice, 25s, per lb.	0 07½	
Apricots, choice, 25s, per lb.	0 17½	
Pears, choice, 25s, per lb.	0 14	
Prunes, 90-100	0 08	0 08½
Sultana raisins, Cal., extra fancy	0 15	
Manchurian shelled walnuts	0 30	
Fresh Fruits and Vegetables—		
Oranges, Val., box	5 25	6 00
Lemons, box	9 50	
Raspberries, crate	2 60	3 00

NEW BRUNSWICK MARKETS

St. John, N.B., Aug. 10.—There has been a further drop in sugar again. This is the only sign of easier prices, other changes during week being steadily upward. All grades of sugar are now 20c lower, with Paris lumps quoted at \$9. American clear pork is up to \$34 and \$35. Butter, 27c to 29c for dairy, and creamery, 31c and 32c. There are a few old potatoes at \$2 to \$2.50 barrel. New are now 80c to 90c bushel. Cornmeal, granulated, is up to \$6.65; ordinary, \$2.05. Flour jumps again, Manitoba to \$8.35 and Ontario to \$7.50. Rolled oats advanced to \$6.50.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	0 17	0 21
Beef, corned, 1's	2 50	2 60
Pork, American clear, per bbl.	33 75	34 00
Butter, dairy, per lb.	0 25	0 26
Butter, creamery, per lb.	0 30	0 32
Eggs, new laid, per doz.	0 30	0 32
Lard, pure, lb.	0 18½	
Cheese	0 17	0 17½
Flour and Cereals—		
Cornmeal, gran.	6 65	
Cornmeal, ordinary	2 05	
Flour, Manitoba, per bbl.	8 35	
Flour, Ontario	7 50	
Flour, buckwheat, western, 98-lb. bag	3 50	
Roller oats, per bbl.	6 50	
Fresh Fruits and Vegetables—		
Apples, b.	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	5 00
Potatoes, new, bush.	1 00	

Sugar—		
Standard granulated	7 95	8 66
Fitted Empire	7 85	7 90
Bright yellow	7 75	7 80
No. 1 yellow	7 55	7 60
Paris lumps	8 95	9 60
Beans, white, per bush.	5 75	6 00
Molasses, Barbadoes, gal.	0 60	0 61
Cream of tartar, per lb.	0 51	0 53
Currants	0 15	0 15½
Pork and beans, case		1 30
Rice, per cwt.	4 75	5 25

SASKATCHEWAN MARKETS

By Wire

Regina, Sask., Aug. 11.—Much damage to grain is reported as result of disastrous hail storms during the first week in August. Black rust is reported from several points in the southern part of the province. Sugar dropped forty cents in a little over a week, 20c on July 31 and 20c on Aug. 8. Price now is \$8.74. Cornmeal advanced 45 cents on Aug. 4, bails \$3.35. Corn syrup is up 20c, 10's, \$3.50; 20's \$3.56. Eggs are quoted at 18c, butter 21c, cheese 19½ to 19¾c, lard 3's, \$10.00; 5's, \$10.05; 10's, \$10.00; 20's, \$3.27; beans, \$4.55. Coconut 23c. Flour advanced on August 2, to \$3.75. Rolled oats, 20's 77½; 40's, \$1.40; 80's, \$2.75, bails, \$3.15.

Produce and Provisions—

Butter, creamery, per lb.	0 29
Butter, dairy, No. 1	0 21
Cheese, per lb.	0 19½
Eggs, new laid	0 18
Lard, 3's, per case	10 10
Lard, 5's, per case	10 65
Lard, 16's, per case	10 00
Lard, 20's, per case	10 10

General—

Beans, Ontario white, per bush.	4 55
Coffee, whole roasted, Rio	0 21½
Cream of tartar, lb.	0 60
Coconut, lb.	0 23
Flour, 93's	3 75
Rollod oats, 40s	1 40
Rollod oats, 80s	2 75
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 00
Sugar, standard gran., per cwt.	8 74
Sugar, yellow, per cwt.	7 89
Tapioca and sago, lb.	0 68
Walnuts, shelled, 47-49c; almonds	0 45

Canned Goods—

Apples, gals., case	1 80
Beans	2 25
Corn, standard, per 2 dozen	2 28
Peas, standard, per 2 dozen	2 45
Plums, Lombard	2 10
Peaches	3 10
Raspberries	4 73
Tomatoes, standard, per case	2 90

Salmon—

Sockeye, 1's, 4 dozen case	9 60
Sockeye, ½'s	12 45
Cohoos, 1's	6 10
Humpbacks, 1's	4 10

Dried Fruits—

Apricots, per lb.	6 17½
Currants, lb.	0 15½
Citron peel, lb.	0 21½
Lemon peel, lb.	0 26½
Orange peel, lb.	0 20½

ADVANCE IN PICKLE CONTAINERS

Winnipeg

WINNIPEG, August 9. — Pickle manufacturers in this locality report a heavy crop of vegetables which are now arriving in good shape. Deliveries have already been made on 1916 cucumbers and cauliflowers. They point out, however, that the advantage from the good crop is unfortunately offset by advance

in containers. Glass manufacturers and makers of metal caps seem to be unable to make deliveries, and many of them have again advanced their prices. During the past year advances have also been made on nearly everything entering into the composition of pickles, so that any advantage accruing from the big vegetable yield, will most likely be offset by other changes. There is no doubt that the big crop will be the means of holding prices where they are, and avoiding a further increase which would have been inevitable.

The demand for pickles during the past year has been enormous, and it has been necessary on occasions to divide the available supply in order to let everybody have a little. Pickle and condiment manufacturers are three weeks to a month behind on their orders. This condition is probably due to the fact that there has been a falling off in ex-

port from England, and local manufacturers have been called upon to make up the shortage. There is no sign of abatement in the demand, whereas usually when first vegetables are arriving, there is a falling off in size and number of orders.

It is felt by the trade that the advance of 20c per case on corn syrup is rather large, and although the corn market is still exceedingly firm, there is little chance of a further advance. This has had very little effect on the demand, as very little syrup of any kind is being bought during the present hot season. This advance has been brought about by the jump in the corn market. It has also had the effect of sending up quotations on corn starch. Canadian corn has advanced ½c per lb., and Canadian Gloss is up ¼c per lb. Other lines have advanced in similar proportion. Celluloid goods went up 15c per case.

THE Housewives' League of Chicago, in a circular letter sent out to the housewives of the city, includes the following pertinent questions:

"Are you the thoughtful housewife who makes out a systematic market list for the day's requirements?"

"Are you the thoughtless housewife who must order her provisions little by little every few hours during the day?"

"Stop! Think what it means to the grocer to fill three or four different orders a day from one and the same customer!"

"Stop! Think of the extra bookkeeping necessitated in the office!"

"Stop! Think how many unnecessary stairs the delivery boy is obliged to climb by careless hourly ordering."

"Stop! Think of the avoidable wear and tear on the wagons!"

"Stop! Think of the weary trot trot of the horse over the self-same ground!"

"Systematic once a day ordering saves your time, your money, your peace of mind, the clerk, the bookkeeper, the delivery man, the horse, the wagon."

"Kindness and consideration, on your part, will help the grocer to help you and be factors in reducing the high cost of living."

The above appeared in an editorial in Canadian Grocer, July 21 issue. A subscriber suggested that we have some cards printed for use among our readers. This we have done. These are handy cards, 6" x 4", which can be distributed among your customers. A few hundred only have been printed; first come first served. Price, 15 cards for 10 cents.



FRUIT AND VEGETABLES



Local Fruits Are Displacing Imported

Housewives Going Easy at Cook Stove and Serve Fresh Fruits—Business Is Brisk

Montreal

FRUIT.—With the advance of the season there has been a marked increase in the arrivals of local fruits, and these have to a large extent replaced many of the imported lines. The principal California fruits selling now are pears, peaches and plums. California oranges are getting scarcer, and the price ranges from \$4.50 to \$5.50 per box. Both pears and peaches dropped in price this week, the former quoted at \$4 to \$5, and the latter at \$2 per box. Lemons continue scarce and high, and sales are being made at \$7 to \$8. Cantaloupes are offered at a dollar less than last week and Lake St. John blueberries are 50c under last week's quotation. Montreal melons are now on the market, and are selling at \$12 per doz. Canadian apples in baskets are offered at 40c, and red and black currants at 75c. Business continues brisk on account of the hot weather, which tends to make housewives go easy at the cook stove and serve fresh fruits instead.

Apples, Red Astrachan	1 75
Apples, Early Williams	1 75
Apples, Canadian, 11-qt. basket	0 40
Apples, bunches	2 25 2 75
Cantaloupes, per crate	3 50 4 00
Cherries, crates	2 50 3 00
Cherries, black, eating, 6-qt. basket	1 00 1 10
Cherries, red, eating	0 75 1 00
Cherries, red, sour	0 50 0 75
Currants, black, 11-qt. basket	0 65 0 75
Currants, red, 11-qt. basket	0 75 0 85
Grapefruit, 45-54-64-80-96	7 00
Gooseberries, per gal.	0 40
Blueberries, Lake St. John, 16-qt. box	2 00
Lemons—	
Verdellis	7 00 8 00
Messina, 300 size, box	6 50 7 00
Montreal melons, per doz.	12 00
Oranges—	
California seedless	4 50 5 50
Plums, 4 basket crate	2 50 3 00
Peaches, in baskets, 6 to crate	3 50
Peaches, California	2 00
Pears, California, per box	4 00 5 00
Pineapples, 18-24 and 30-36	3 00 3 50
Raspberries, Canadian, 6-qt. pail	0 75
Limes, per box	1 25 1 50
Watermelons,	0 50

HOT WEATHER DEMAND

FOR VEGETABLES BIG

Montreal

VEGETABLES.—Most of the old vegetables have disappeared from the market, and this season's crop is coming in in larger quantities every day. Montreal green corn is now offered at 15c to 20c a dozen. Onions in bunches are bringing \$1 per dozen bunches. Montreal tomatoes have replaced the Jersey product and are selling at \$2 per crate. New turnips are in good supply, and the

price has declined from 75c per doz. bunches to 25c. New potatoes are quoted at \$4 per barrel this week for choice stock, while Montreal Reds, in bags, are offered at \$1.75. Cucumbers are down to 35c per dozen. Dealers report an exceptionally good demand for all classes of vegetables, due to the hot weather, and it is considered questionable, if this demand continues, if prices will go much lower, as there seems little, if any, overstock.

Brans, Mel, 20-lb. bag	0 50
Beets, new, per doz. bunches, Montreal	0 50
Cabbage, Montreal, per doz.	0 50
Carrots, new, per doz. bchs.	6 25 0 30
Cauliflower, Montreal	2 00
Celery, per doz.	0 75
Corn, Montreal, per doz.	0 15 0 20
Cucumbers, Montreal, per doz.	0 35
Egg plant, N.Y., doz.	1 75
Garlic	0 30
Leeks, bunch	0 15
Head lettuce, Montreal, per 2 doz. box	0 80
Curly lettuce, doz.	0 15
Mint, doz.	0 25
Mushrooms, 4-lb. basket	2 00 2 50
Onions, Montreal, per doz. bunches	1 00
Onions—Spanish onions, per crate	5 50
Parsnips, new, per doz. bchs.	1 00
Parsley, Montreal, per doz.	6 25
Potatoes—	
New, per bbl.	4 00
Montreal, Red, 80 lbs., bag	1 75
Sweet, hamper	2 00
Radishes, per doz.	0 10
Rhubarb, per doz.	0 25 0 30
Spinach, Montreal, box	0 50
Turnips, new, per doz. bunches	0 25
Turnips, bag	1 50
Turnips, bag, Quebec	1 75
Tomatoes, hothouse, lb.	0 25 0 30
Tomatoes, Montreal, per crate	2 00
Watercress, Canadian, doz.	0 30

First Ontario Peaches Now In

Size Is Medium—Reach Market in Good State—Blackcaps and Raspberries are Higher

Toronto

FRUITS.—Alexander peaches grown in Ontario reached the market for the first time this season during the past week. They were of a fairly good sample being of medium average size and in a good state of preservation. They were quoted at 50 to 75 cents per 6-qt. basket, and 60 to \$1 for the 11-qt. size. Some sugar melons from Ontario came in for the first time this week. They reached the market in very limited quantities and were quoted at \$1 per 11-quart basket. Black currants were selling at \$1.25 to \$1.50 per basket of 11 quarts. Red currants were quoted at 7 to 8 cents per quart. Lemons remained firm at \$9 per case. Oranges were quoted from \$4.50 to \$5.50 per case.

Apples, American harvest, hamper	2 60 2 25
Apples, yellow harvest, 11 qt.	0 40
Apples, astrachan, 11 qt.	0 40
Bananas, bunch	1 50 2 25
Blackcaps, qt.	0 11 0 16
Cantaloupes, Indiana, standards	4 00 4 50
Cantaloupes, flats	1 75

Cantaloupes, Indiana, baskets	1 50
Cherries, Can., 11-qt.	0 75 0 90
Cherries, Can., 6-qt. basket	0 40 0 50
Gooseberries, 11-qt. basket	0 85 1 10
Grapefruit—	
Cuban, case	4 50
Oranges—	
Late Valencia, case	5 60 5 25
Grapes, Cal., case	3 25 4 25
Lemons, Verdill, case	9 00
Limes, per 100	1 75 2 00
Raspberries, red, qt.	0 13 0 18
Pears, boxes	1 75 2 00
Peaches, Elberta, case	1 75 2 00
Peaches, Crawfords, late	0 50 0 75
Peaches, Alexanders, 6 qt.	0 60 1 00
Peaches, Alexanders, 11 qt.	1 25 1 50
Peaches, California, box	1 25 1 50
Melons, sugar, Canadian, 11 qt.	1 00
Currants, red, qt.	0 17 0 23
Currants, black, 11 qt.	1 25 1 50
Plums, 4 baskets	2 25 2 50
Thimbleberries, qt.	0 15 0 18
Watermelons	0 60 0 75

NEW AMERICAN POTATOES HAVE ADVANCED \$1 BARREL

Toronto

VEGETABLES.—One of the big advances in the vegetable line during the week has been in American potatoes which went from \$3.65 per barrel to \$4.25 and \$4.50 per barrel. Canadian tomatoes are slightly easier in price at \$1 to \$1.25 per 11-quart basket, with the quality rather rough. Dealers are hopeful that the recent rains will improve the quality. Virginia potatoes are drawing near to a close, while New Jersey potatoes are just commencing. Summer squashes were quoted at 75 cents per basket.

Cabbage, Canada, case	1 75 2 50
Beets, basket	0 65
Beans, green	0 50 0 60
Beans, wax	0 50 0 60
Carrots, basket	0 50
Celery, Canadian, dozen	0 50
Cucumbers, hamper	2 25
Cucumbers, basket	0 75 1 00
Onions—	
Yellow, American, 50-lb. hamper	2 25
Spanish, crate 40 lbs.	2 00
Spanish, crate 120 lbs.	4 50 5 00
Green, doz. bunches	0 20 0 30
Oregon, 100 lbs.	3 50
Lettuce, leaf, doz.	0 15 0 25
Lettuce, head, dozen and half	0 75 1 00
Parsley, 11 qt. basket	0 40
Peppers, green, basket	0 90 1 10
Potatoes—	
Ontario, bag	1 90
New, barrel	4 25 4 50
Squash, summer, basket	0 75
Cress, water, basket	0 75
Tomatoes, Canadian, 11-qt. basket	1 00 1 50

Peaches Going Well On Western Market

Biggest Sellers of All During Week—New Spanish Onions Now On—Raspberries About Over

Winnipeg

FRUIT AND VEGETABLES.—The big sellers in fruits are peaches at \$1.25-\$1.40 per crate; plums, \$2.25-2.50 per crate, and California pears, which are bringing \$4.25 per box. Most vegetables now on the market are local stuff, the chief imported line and big seller being
(Continued on page 32.)



FLOUR AND CEREALS



Orders Pour In As Flour Advances

Big Demand for Flour Gives Mills All They Can Do—Orders Taken Only at Latest Increase

Montreal

FLOUR.—The flour market continues to occupy a large share of attention, and reflecting the advances in wheat, due to unsatisfactory crop reports, prices were increased 60c since last report. There have been five 20c advances since July 27, and millers say it is almost impossible to make any predictions about the future. Orders have been pouring in to the millers as the market advanced, and many buyers sought to book orders at the quotations previous to the latest advance. The mills, however, report they have about all they can do to meet the demand, and orders are only accepted at the latest increase.

Reports to milling offices here indicate that the advancing market is due primarily to American buying of spring wheat in Canada. The American spring wheat crop is short, and this shortage is being made up by purchases on this side of the line. The damage to the wheat crop by rust and hailstorms is also naturally reflected in the flour market.

Shortage of labor at most of the mills is also hindering to some extent the prompt filling of orders. New wheat will be arriving at the mills this week, and grinding of the new crop will commence at once. Consumer demand is reported heavy, many buying in expectation of further advances.

Winter wheat flour advanced in sympathy with the Manitoba's, and prices were marked up slightly all round. The demand for these grades was only fair, owing to the fact that buyers in most cases were fairly well supplied. It is also stated that a number of car lots were rejected lately on account of them being out of condition, caused by moisture in the flour and the extreme heat, so that buyers were not inclined to operate freely.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	7 60	
Second patents	.....	7 10	
Strong bakers	.....	6 96	
		Car	Small
Winter Wheat Flour—		lots	lots
Fancy patents	.....	6 20	6 45
99 per cent. in wood	.....	5 60	5 75
99 per cent. in bags	.....	2 55	2 68

CORN FLOUR ADVANCES

FORTY CENTS PER BAG

Montreal

CEREALS.—The only price change in this market during the past week was an advance of 40c in corn flour, the present price being \$2.75 per bag. Considering the season of the year there has been a fair amount of business passing; in fact, rolled oats are reported to have been in better demand than usual this season.

Cornmeal—		Per 98-lb. sack
Gold dust	.....	2 50
Small lots	.....	90 in jute.
25 bags or more	.....	2 75
Packages, case	.....	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	10 per cent.	
Rolls Wheat—	100-lb. bbls.	
Hominy, per 98-lb. sack	.....	4 00
Hominy, per 98-lb. sack	.....	2 75
Corn flour, bag	.....	2 75
Rye, flour, bag	.....	2 65 2 80
Barley, pot	.....	3 00
Barley, pearl, lb.	.....	0 04½

MILLERS ARE OVERSOLD

FOR ALL GRADES OF FEED

Montreal

FEEDS.—A stronger market in mill feeds has prevailed, and prices have advanced along with the flour market. Bran and shorts are up \$1 per ton, and middlings, wheat moulee and feed flour are \$2 higher than last quotations. There has been a very active demand for all grades of feed, and millers are largely oversold of their output. In most cases sales are being confined to mixed car lots.

Mill Feeds—		Per ton.
Bran	.....	23 00
Shorts	.....	25 00
Middlings	.....	28 00
Wheat moulee	.....	32 00
Feed flour, bag	.....	33 00
Mixed chop, ton	.....	32 00
Crushed oats, ton	.....	34 00
Oats, chop, ton	.....	34 00
Barley, chop, ton	.....	32 60
Feed oats, Manitoba, bush	.....	0 57
Feed wheat, bag	.....	2 00

Flour Advances Again; Up 60c.

Continuous Reports of Rust From Western Canada Have Also Sent Wheat Prices Upward.

Toronto

FLOUR.—Continued reports of damage to the wheat crop of Western Canada and the Western United States through rust have sent the price of wheat rapidly upward. No. 1 Northern is selling at \$1.45 for immediate delivery, being a premium of about three cents per bushel over option wheat for future delivery. Flour has consequently followed the upward price of wheat and another 60c increase per barrel is re-

corded during the week. First patents are now selling at \$7.50 in car lots. There is a big demand for spot wheat at the present time. Bakers have allowed their stock to run low thinking the market would be more favorable. Now that the market has taken an upward turn they have been caught short and consequently must stock up at prevailing prices. In Southern Manitoba reports of rust are considered serious. Rust has also put in an appearance in Saskatchewan although it is not known to what extent the damage has progressed. Ontario new crop flour is quoted at an advance of \$1.20 per barrel over the price for flour from last year's crop. The flour from the new crop is altogether better than that secured from last year's wheat. The wheat is dry and has fine flour making qualities.

Manitoba Wheat Flour—		Small lots.	Car lots.
		per bbl. of 2 bags	
First patents	.....	7 70	7 50
Second patents	.....	7 20	7 00
Strong bakers	.....	7 00	6 80
Ontario winter wheat flour, 90 per cent.	.....	5 80	5 50

HOT WEATHER BURNING UP CORN—PRICE UP.

Toronto

CEREALS.—With reports from the Western United States to the effect that the continued hot weather is burning up the corn fields, corn has gone up to a higher price than has been reached for some years. It is now selling in Toronto at 96c per bushel. The highest price for recent years has been 91 to 92 cents. Cornmeal has in consequence risen 20 cents per 98 lbs. Graham flour has also had an advance of 20 cents during the week. Whole flour is now selling at \$3.50 an advance of 20 cents. Wheatlets on the other hand are quoted at \$3.90 for a 98-lb. sack. Rye flour has also taken an upward flight of 5 cents in sympathy with the advance in wheat flour.

Barley, pearl, 98 lbs.	.....	4 30	4 40
Buckwheat grits, 98 lbs.	.....	4 60	
Corn flour, 98 lbs.	.....	3 00	3 25
Cornmeal, yellow, 98 lbs.	.....	2 70	
Graham flour, 98 lbs.	.....	3 50	
Hominy, granulated, 98 lbs.	.....	3 00	
Hominy, pearl, 98 lbs.	.....	3 00	
Oatmeal, standard, 98 lbs.	.....	3 25	
Oatmeal, granulated, 98 lbs.	.....	3 25	
Peas, Canadian, boiling, bush.	.....	3 00	
Rolls oats, 90-lb. bags	.....	2 95	
Rolls wheat, 100-lb. bbls.	.....	3 25	
Rye flour, 98 lbs.	.....	2 95	
Whole wheat flour, 98 lbs.	.....	3 50	
Wheatlets, 98 lbs.	.....	3 90	

ALL MILL FEEDS HAVE ADVANCED \$1 PER TON

Toronto

FEEDS.—A big demand for mill feeds continues and prices for all of (Continued on page 32.)

The mark
of quality



A Message to Clerks who do the Window Trimming

With Fall coming along and the weather begins calling for more and more cereals, you will no doubt be required to put in a window of cereals and flours.

Let us assist you.

Drop a card to-day and ask for our free window display to be sent prepaid.

This display will materially aid you in trimming a business-pulling window for *Tillson's Rolled Oats*, *Tillson's "Scotch" fine cut Oatmeal*, *Tillson's "Scotch" Health Bran*, *Rainbow Flour* and *Gold Seal Flour*, all or any of them.

Call and see us when at the Exhibition. Watch for our exhibit. Make yourself known to our man in charge.

Canadian Cereal and Flour Mills Co., Ltd.
Toronto, Ontario



FISH AND OYSTERS



Scarcity of Fish Supplies Just Now

Has Curtailed Both Wholesale and Retail—Haddock May Advance—Western Salmon Hard to Get

Montreal

FISH.—Scarcity in many lines of fresh fish has had the effect of considerably curtailing both the wholesale and retail trade during the past week. The exceptionally hot weather is also a contributing factor to the general dullness, but dealers say this is not so much to blame just now as the lack of supplies at reasonable prices. Haddock continues very scarce, and there is a likelihood of an advance in price if the situation is not relieved very soon. Gaspé salmon is about done, and the price was marked up 3c this week. Shipments of salmon from the West Coast have not been plentiful, and as a result the Western fish is now higher than last week's quotation. There is still a very limited supply of lake fish coming to this market, and under the present warm weather conditions an immediate improvement is not anticipated. While there was no change in lobsters this week, the tendency is toward higher prices. Oysters and clams are in fair demand for this season of the year. The demand for smoked fish has been small, except finnan haddie, which is now more or less a staple. There have been some inquiries for pickled and salt fish, but sales have not been large.

SMOKED FISH

Haddies, per lb., new cured	.69
Haddies, fillets, per lb.	.12
Digby herring, box	0 75
Smoked boneless herring, 10-lb. box	1 30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, per lb.	0 30
Prawns, imperial gal.	2 25
Shrimps, imperial gal.	2 25

FRESH SEA FISH

Halibut	13	—14
Haddock, fancy, express, lb.	65	—07
Mackerel, medium, each		20
Mackerel, per lb.		10
Steak, cod, fancy, express, lb.		08
Flounders		9
Flounders, New York		18
Salmon, Western		20
Salmon, Gaspé		20

FRESH LAKE FISH

Carp, lb.	0 69
Pike, lb.	4 78
Perch	6 10
Whitefish, lb.	0 13
Lake Erie whitefish	6 75
Herrings, each	0 03 1/2
Herrings, lb.	0 06
Lake trout	0 13
Eels, lb.	0 08
Dore	0 14

Western Salmon Is Now Scarce

Canners Have Been Corraling Supplies—White Fish and Salmon Trout Go Up in Price.

Toronto

FISH.—Local dealers have found it difficult to get supplies of the Western Salmon. The reason given is the light run of salmon with a desire on the part of the Western canners to keep every fish they could get their hands on. Prices for the canned goods are expected to be high owing to the big demand and limited supplies. Salmon trout is a scarcer article this week than last and is being quoted 1c per pound higher. White fish is also following the pace set by trout and has advanced in price 1c per pound. Consumption of fish has not been as good as in cooler weather. Some fine halibut has arrived in this market. The price being quoted for this commodity is 13c per pound.

SMOKED FISH.

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	6 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.

Halibut	0 13
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.

Pike, lb.	0 18
Whitefish, lb.	0 12
Herrings, lb.	0 07
Lake trout	11-12

Eastern Pickerel Going to the West

Salmon Supplies are Short—Pickerel Will be Scarce Until Manitoba Product Comes in

Winnipeg

FISH AND POULTRY.—Salmon supplies are a little short this week: sales are being made at 15c. There is plenty of lake trout on the market bringing 13c per lb. or even less. Pickerel has been scarce for several months, and an improvement in supplies is not expected until next month, when Lake Winnipeg fishing starts up. During the past few weeks the West has been depending on the East for their supply of pickerel. There will be no more gold eyes on the market until some time next month, as

fishing will not commence until then, and all frozen stocks in Winnipeg are exhausted. Broilers and fowl are coming in very slowly, and poultry generally is still very scarce.

Fish—

Fresh salmon	6 15
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 09 1/2
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	6 13
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickled, lb.	6 16
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 23
Broilers	0 36

FRUIT AND VEGETABLES

(Continued from page 29.)

tomatoes at \$1.50 per box. New lines are Spanish onions, \$2.50 per crate, and California grapes, \$3 crate. The big advance, which usually takes place at this time of the year, has gone into effect on California lemons, which are now \$8.50 per case. The only cherries on the market are coming from Ontario, and are offered at 70c per basket. There are no strawberries offering. Raspberries are practically through.

Fresh Fruits—

Apples, Washington, box	2 50
Bananas, lb.	0 04 1/2
Cherries, Ontario, basket	0 70
Cantaloupes, crate	6 50
Grapefruit, case	6 50
Grapes, California, crate	3 00
Valencia oranges, case	5 50
California lemons	8 50
Plums, crate	2 25
Peaches, crate	1 25
Apricots, crate	1 75
Watermelons	7 00

Vegetables—

Peppers, per basket	0 75
Mushrooms	0 91
Carrots, dozen bunches	0 20
New potatoes, bbl.	4 50
B.C. potatoes	0 30
Alberta potatoes	0 30
Garlic, per lb.	0 25
California onions, lb.	0 04 1/2
Spanish onions, crate	2 50
Mississippi potatoes, box	1 50
Green peas, lb.	0 05

FLOUR AND CEREALS

(Continued from page 30.)

these have advanced. Bran is now being quoted at \$23 per ton in mixed cars, shorts at \$25 and middlings at \$27. Feed flour has also made an advance of 15c. It is now quoted at \$1.75 to \$1.85 per bag. There have been larger quantities go in the farmers' stock owing to the drying up of the pastures. Farmers take to this reluctantly but with the continued dry weather have been forced to feeding in larger quantities. Oats are poor and barley is failure and it is expected all feed grains will be high in price owing to the shortage.

Mill Feeds—	per ton	Mixed cars
Bran	23 00	
Shorts	25 00	
Special, middlings	27 00	
Feed flour, per bag	1 75	1 85
Oats—		
No. 3, Ontario, outside points	0 53	0 54

Dairy Butter as Trade Puller

Oshawa Grocer Has Catered to Demand For This Class of Butter—Intends to Develop Collection of Butter From Farmers by Sending an Automobile After It—
Meat Cutter Has Doubled Sales.

“WE have specialized on dairy butter and eggs and have become known as the store that handles dairy butter,” stated H. A. Ross, grocer, of Oshawa, to a Canadian Grocer representative. “We find when people can get good dairy butter they like it as well and even better than creamery butter. Besides the lower price is always an attraction. Two to three cents per pound is a consideration, especially if the butter is good.

“This trade in butter has helped bring the farmers’ trade to us on the one hand and town customers on the other hand. We handle between two hundred and three hundred pounds of dairy butter each week. We intend to develop this service still further and possibly next summer will place an automobile collection and delivery rig on the road. With such a service we will be able to go to our patrons in the country and collect the butter whenever we need it or on stated days. It was our purpose to install this service during the present year but the rush of other things has prevented the working out of the idea.

“When the townspeople get to know that your store is about the only one where they are sure of getting strictly local eggs this also helps to bring trade to the store. We have even had sufficient eggs to ship the surplus to dealers elsewhere. Other stores in this town, we understand, have had to bring eggs in from outside points.”

Meat Cutter Doubles Sales.

One of the equipment features with which Mr. Ross is greatly pleased is a meat cutter. “It has doubled our sales of sliced meats,” said Mr. Ross. “People like to get meat cut with it. Before it was installed we often had the inquiry if we could slice the meat with a cutter. On more than one occasion they would not take the meat when we were unable to tell them that we could slice it. It has been an excellent salesman.

“One thing,” added Mr. Ross, “for which we have to be on guard is to get lean ham and other meats for our trade here. This is largely a factory town, some three thousand mechanics being employed in the various shops. These men do not like fat meats the same as men employed in work outdoors. They do not require fat meats and consequently their taste has not been developed along these lines. If by chance

we have fat meats shipped to us there is always quite a considerable loss.”

Demand for Canned Goods Heavy.

Mr. Ross stated the demand for canned goods of all kinds has been exceptionally heavy this season. He attributed one of the reasons to the fact that there is a large boarding house population in Oshawa of those who work in the various shops. Being a factory town there are large quantities of canned tomatoes, peas, corn and salmon consumed. The demand for canned salmon has been extra good this summer. We will clean out our supply long before the big run of salmon comes to Western waters. This big run of sockeye salmon comes every four years and we usually lay in our stock in those years sufficient to last until the next big run. This means carrying a supply for four years. But the salmon is usually much cheaper in those years and we believe it pays to look ahead in your purchases.

The Big Run Is Due Next Year.

“Just at the present time we have found that a window display of salmon has stimulated the demand for the canned article. People need to be reminded that canned salmon makes a seasonable summer meat. Several cases have been sold as a result of our window display.”

Keeps One Window for Fruit.

The Ross grocery believes in the advantage to be obtained from keeping a fruit display in the window at all times. “We keep one window exclusively for fruit and change the display on Friday each week in order that there may be a change for the Saturday trade.”

Candies for Pay-Ups.

One of the practices that Mr. Ross has always adhered to is the giving of a small bag of candies to the parents for their children when they pay up their account every two weeks. “They appreciate this little courtesy and we find it helps to keep their trade. It also helps get in the cash regularly. It is not a big item still it gives the customers just a little different feeling to be given a little treat.”

OCEAN FREIGHT RATES

Ocean rates are based on prompt acceptance, usually by wire, and unless so answered are void as to contract, except by special agreement. As steamship agents always base their calculations on cubic contents, be careful in asking rates on bulky or measurement goods, like ma-

chinery of all kinds, to be explicit as to weights and measurements. Mark and number each package, and be sure the invoice tallies with the shipment. If you desire shipment insured, say so in your advice to the steamship company or forwarder, otherwise it is taken for granted that these details have been attended to by the shipper or his representative.

Send your advice to the steamship company or forwarder promptly, so they can have the necessary time between arrival of shipment at port of exportation and departure of steamship to complete details.

Ocean rates are quoted as a rule in sterling, with primage to be added. The following table shows in what space the usual export commodities stow:—

Gross Ton	Stowage Cubic ft.
Apples	90
Bacon	65
Beef	50
Butter	70
Cotton, pressed	130
Cotton, unpressed	260
Cheese	70
Flour in sacks	55
Wheat in bulk	48
Peas	45
Corn in bulk	50
Hops	260
Lard	65
Leather	120
Oilcake	46
Oats	72
Oil	60
Ore	18
Pork	50
Rosin	60
Syrup	44
Tallow	65
Machinery	65 to 250

W. H. ESCOTT CO. ANNUAL MEETING

The W. H. Escott Co., manufacturers’ agents and wholesale grocery brokers, of Winnipeg, held their annual meeting at the head office, Winnipeg, last week, and a very satisfactory report of the year’s business was submitted to the shareholders.

This business was started in Winnipeg in 1907, and since then they have opened up branch offices in Regina, Saskatoon, Calgary and Edmonton, at each of which points they retain a resident manager. They also have detail men on the territory in Manitoba, Saskatchewan and Alberta.

They also have a European business, which has been somewhat disturbed by present war conditions.

The officers elected were, W. H. Escott, president and manager; Dr. J. N. Hutchinson, vice-president; D. F. McLay, secretary-treasurer; T. C. Dawson, and T. H. Kaveney, directors, who are all actively engaged in the business, with the exception of the vice-president.



PRODUCE AND PROVISIONS



Live Hogs Now Selling at \$12.50

Packers Have Accordingly Advanced
Main Lines of Pork Products—
Dressed Hogs Also Up.

Montreal

PROVISIONS.—The feature of the past week has been a further advance in live hogs which are now costing about \$12.50 alive. Packers have been obliged to advance the prices of the main lines of pork products, the increase ranging about one to two cents on smoked meats and one cent on cooked meats. Dressed hogs are now quoted at \$17.00 instead of \$16.25, the price asked last week. Owing to the very hot weather there has been a marked demand for smoked meats, otherwise there has been nothing unusual in this market.

Hams—		
Small, per lb.	0 23	0 24
Medium, per lb.	0 22	0 23½
Large, per lb.	0 22	
Bacon—		
Plain, bone in	0 25	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 17	
Shoulders, bone in	0 17	
Shoulders, boneless	0 19	
Cooked Meats—		
Hams, boiled, per lb.	0 36	
Hams, roast, per lb.	0 28	
Shoulders, boiled	0 28	
Shoulders, roasted	0 30	
Dry-Salt Meats—		
Long clear bacon, 50-75 lbs.	0 16½	
Long clear bacon, 8-100 lbs.	0 15½	
Flanks, bone in, not smoked	0 16½	
Barrelled Pork—	Per bbl.	
Heavy short cut mess	30 06	
Heavy short cut clear	32 00	
Clear fat backs	35 00	
Clear pork	33 00	
Land, Pure		
Tierces, 375 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. gross	0 17	
Cases, 10 lb. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Land, Compound		
Tierces, 350 lbs. net	0 14½	
Tubs, 50 lbs. net	0 14½	
Tins, 50 lbs. net	0 14½	
Pails, wood, 20 lbs. net	0 15½	
Pails, tin, 20 lbs. net	0 16	
Cases, 10-lb. tins, 60 in case	0 15½	
Cases, 3 and 5-lb. tins, 60 in case	0 16½	
Bricks, 1 lb. each	0 16½	
Hogs—		
Dressed, abattoir killed, cwt.	17 00	

ADVANCE OF 1 CENT ON BUTTER ALL DOWN LINE.

Montreal

BUTTER.—Notwithstanding the fact that receipts of butter have been heavy there was an advance all round this week of one cent. Receipts during the week were 19,866 boxes. The sales at Ste. Hyacinthe were at 30 cents and at Cowansville 31½ to 31½¢. Dealers have been obliged to advance the selling price in consequence of these advances. While stocks at the end of July were

reported to be higher than in 1915 it is understood that a considerable quantity has been sold for export and will go out during the present month or as soon as cold storage on the boats can be secured. There seems to be no hopes for lower prices for at least a few weeks.

Butter—

Finest creamery, fresh made	0 33
Dairy prints	0 27
Dairy, solids	0 26
Separator prints	0 27
Bakers	0 25

RECEIPTS OF EGGS ARE SUFFICIENT FOR DEMAND

Montreal

EGGS.—AT present there is a very wide range in values. The so-called storage eggs can be bought at 23¢, but fancy new lays, guaranteed not to be more than three or four days old, are bringing as high as 30 and 31¢ in Montreal. Receipts here for the past week were 11,763 case, and this is considered ample for the local trade. There was no export trade in eggs last week on account of the very hot weather.

Eggs, case lots—

No. 2's	0 24	0 26
No. 1's	0 29	0 30
Extras	0 33	

FARMERS TURNING THEIR ATTENTION MORE TO CHEESE.

Montreal

CHEESE.—Receipts for the past week amounted to 77,812 boxes, which is a very good showing considering the very hot spell which prevailed all over the country. On account of the high prices farmers are putting forth every effort to produce all the cheese they can. The price at Belleville Saturday was 18 1-16, which is about 6 cents more than at the same date last year. There is a continued good export demand and at the time of writing the market is very firm with an upward tendency.

Cheese—		
1916 make	0 18	0 19
Stilton	0 22	
1915 make	0 22	

MANY GUESSES HAZARDED AS TO AVAILABLE POULTRY.

Montreal

POULTRY.—Prices on poultry remain unchanged. Receipts for the past week showed a slight increase, particularly on broilers. It is expected that when the farmers get over their busy harvesting time poultry will be marketed in larger quantities, although it is not expected there will be any real heavy deliveries until later in the fall. There are varying reports as to the quantity

of poultry in the country this year. Some reports say there is an increase of 25 to 50 per cent. over last year's production, but reliable estimates are difficult to obtain. There is little if any frozen poultry at the present time.

Poultry—

Frozen Stock—

Turkeys	0 29	0 31
Ducks	0 17	0 18
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30	
Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 50	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30

Fresh Stock, Dressed—

Fowls, large, per lb.	0 25	
Fowls, small, per lb.	0 23	
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks, young	0 28	0 30
Ducks, old, per lb.	0 26	
Geese	0 13	0 15
Broilers	0 23	0 25

COUNTRY DEALERS HAVE HOOKS OUT FOR HONEY

Montreal

HONEY.—The market is unchanged but inquiries for prices from country dealers during the past week have been more numerous and comparing quantities offered with last year the indications are that the supply will be ahead. The quality is very fine.

Honey—

Buckwheat, tins	0 49½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

Look For Larger Honey Demand

High Price of Sugar and Poor Fruit Crop Expected to Turn People to Honey

Toronto

PROVISIONS.—Prices hold firm in all lines of cooked and smoked meats, with an advance recorded of 1¢ per pound in cooked hams. Demand for all kinds of cooked meats has not abated. Boiled ham seems to be one of the most popular of the summer meats. The new price quoted is 36¢ to 37¢. Live hogs took a big jump during the week and at the beginning of the week were quoted at \$12.25 per hundred, fed and watered, at the stock yards. This is an advance of 75¢ per hundred.

Hams—

Light, per lb.	0 24½	0 25
Medium, per lb.	0 23½	0 24
Large, per lb.	0 22½	0 23

Bacon—

Plain	0 25	0 26
Boneless, per lb.	0 27	0 28
Pea meal, per lb.	0 28	0 29

Bacon—		
Breakfast, per lb.	0 24	0 29
Roll, per lb.	0 19	0 21
Shoulders, per lb.	0 19	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 35	0 36
Hams, roast, per lb.	0 35	0 36
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails, 20 lbs., per lb.	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.,	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Live	12 25	
Dressed, abattoir killed.....	16 50	17 00

BEST GRADE BUTTER ADVANCES 1c POUND

Toronto

BUTTER.—It still remains a problem for dealers to get first-class butter and in consequence the market has exhibited considerable strength during the past week with an advance of 1c per pound recorded for creamery prints. Dairy butter is still an uncertain quantity as to the quality and will undoubtedly remain so as long as the continued hot weather remains to plague the best efforts of the butter producers. Pasture has been drying up and farmers have been somewhat reluctant to feeding mill feeds to their cows. The big export demand for cheese has made it an easy matter to dispose of the milk to the factories and the buttermakers have suffered in consequence. Creamery prints are now quoted at 31 and 33 cents, while creamery solids are selling at 31 to 32 cents.

Creamery prints, lb.	0 31	0 33
Creamery solids	0 31	0 32
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE ADVANCED HALF CENT IN WEEK

Toronto

CHEESE.—Another advance of one-half a cent per pound is recorded in the cheese market during the past week. There has been a good demand for new cheese and the export demand has remained heavy. There is a smaller demand for old cheese, there being very little on the market at the present time. Prices in the latter hold firm at recent quotations. The export demand, of course, is the determining factor in the upward trend of prices.

Cheese—		
Cheese, large, per lb.	0 18	0 18½
New, twins, per lb.	0 18½	0 19
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22½	
Sept., triplets, per lb.	0 22½	

NON-DELIVERY OF EGGS BECOMING MORE SERIOUS

Toronto

EGGS.—Commission men are finding that the lack of labor is becoming a serious matter in the conduct of their business. It is not that the shortage is in their own help, but rather at the railway terminals. Dealers assert that eggs

that have been on the railway from one to two days in the journey to this city from Ontario points have not been delivered after twelve days. This has made the quality of eggs very doubtful and uncertain. Strictly new laids that reach this centre by express are in good shape, but freight deliveries of eggs have helped to bring the price down. Complaints have come to commission men from some of their best customers from whom it had been an unheard of thing to receive a complaint. It has been almost impossible to supply the needs of their best customers. Prices remain at recent high quotations for the best grades with a wide range of prices for other grades.

Eggs—		
New laids, cartons	0 32	0 34
New laids, ex-cartons	0 28	0 29
No. 2's	0 24	0 25

FOWL REACHING MARKET IN GOODLY QUANTITIES

Toronto

POULTRY.—Poultry of all kinds is reaching the market in plentiful quantities. The supply of broilers, however, is not up to the demand. Prices in these consequently hold firm. For the larger fowl there has been sufficient quantities to meet demands. Ducklings are reaching the market in good numbers. Prices remain firm at recent quotations.

Poultry—		
Spring broilers (1½ lbs. and over). 0 20—0 25	Live	Dressed
Old fowl, lb.	0 16—0 18	0 25—0 25
Milk-fed	0 17—0 20	0 20—0 22
Ducklings	0 12—0 14	0 25—0 26
		0 16—0 18

SAVE YOUR MONEY

FOR THE

DOMINION WAR LOAN

TO BE ISSUED IN SEPTEMBER.

By purchasing a bond you will help to WIN THE WAR and obtain for yourself an investment of the highest class yielding a most attractive rate of interest.

DEPARTMENT OF FINANCE
OTTAWA.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

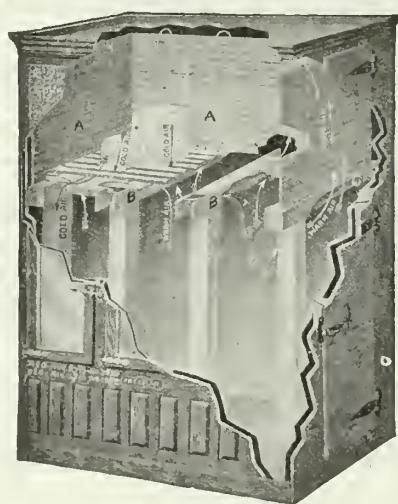
F. W. Fearman Co.
LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED
HAMILTON. CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots and over Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/4 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered.



It Pays to Keep Well Stocked with

CRISCO
*For Frying - For Shortening
For Cake Making*

Dealers everywhere like to handle Crisco because it is so wholesome and pure that it adds to their own prestige as sellers of the better products.

Canadian housewives are delighted with this made-in-Canada, all vegetable cooking fat. Those who once use it always insist upon getting it again.

Back of every Crisco dealer is the enthusiasm of generous advertising and direct, telling sales helps that count in a continuous campaign of cooperation. It *does* pay to keep up your stock of Crisco for the demand for Crisco is consistently large and growing larger.

The Procter & Gamble Distributing Co.

of Canada, Ltd.

Hamilton, Canada

Send for Crisco advertising matter for your local use

All Procter & Gamble Products sold in Canada are made in the Procter & Gamble factories at Hamilton. They include Crisco, Ivory Soap, P. & G.—The White Naphtha Soap, Gold Soap, Sopa-de and Pearline.

CRISCO
*For Frying - For Shortening
For Cake Making*

Crisco makes foods more digestible and appetizing than does lard—it is richer and less expensive than butter—it stays pure, sweet and firm as long as you keep it.

It has won, by its all-round excellence, a host of friends among the capable housekeepers of the nation.

Your interest in better food for yourself and your family should induce you to try a package to-day.

Made in new, sanitary, modern factories at Hamilton, Canada

CRISCO

If you have heard how Crisco is taking the place of butter and lard in every department of cooking—

If you have heard of the wonderful building in which it is packed—sunlit, spotless—built of glass and dazzling tile—

If you have heard of the clean, sweet kitchens that Crisco now has rendered possible, and of the better-tasting, more digestible foods that its use insures—

Then why not order some to-day?

Made in new, sanitary, modern factories at Hamilton, Canada

A Mere Man Writes

"I am keeping 'back' and doing my own cooking. I have been using lard for frying and shortening, until recently my grocer persuaded me to try Crisco. No more lard for my soup."

When a man succeeds with a product intended for woman's use, it is a striking evidence of the value of the product.

CRISCO

There is no difficulty whatever in changing from lard or butter to Crisco.

It is merely necessary to use one-fifth less, to follow measurements exactly and to note the few special directions given on the wrapper around the can.

Made in new, sanitary, modern factories at Hamilton, Canada

Miniature reproductions from the series of Crisco advertisements now appearing in Canadian newspapers

If any advertisement interests you, tear it out now and place with letters to be answered.



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

**The Canadian
Fairbanks-Morse Co.
Limited**

St. John
Montreal
Toronto
Winnipeg
Calgary
Vancouver

Quebec
Ottawa
Hamilton
Saskatoon
Edmonton
Victoria

**CANADA'S
DEPARTMENTAL
HOUSE FOR
MECHANICAL
GOODS**

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Things for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Priority, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb....	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60..	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
Roast Beef, ¼s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25.	
Boiled Beef, 1s. 3.50; 2s, \$7.50; 6s, \$25.	
Jellied Veals, ¼s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$2; 1s, \$3.55; 2s, \$6.50.	

Face to Face With Our Salesmen



*D. F. McLAY, Sec.-Treas.
Winnipeg*



*T. C. DAWSON, Director
Winnipeg*



*T. H. KAVENEY, Director
Manager, Regina Branch*



*W. H. ESCOTT, Pres. and Mgr.
Winnipeg*



*J. L. FORREST, Manager
Saskatoon Branch*



*T. D. WATT, Detail
Saskatchewan*



*P. J. BOXER, Specialty
Winnipeg*



*J. H. PATERSON, Detail
Alberta*



*Wm. E. TYSON, Flour
Winnipeg*



*R. W. ATKINSON, Manager
Edmonton Branch*



*E. H. TELFER, Manager
Calgary Branch*



*HARRY DAVIS, Detail
Manitoba*

W. H. ESCOTT CO., Limited

Wholesale Grocery Brokers and Manufacturers Agents

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

If any advertisement interests you, tear it out now and place with letters to be answered.

There is always a good demand for



Products

You need not hesitate an instant in recommending any line bearing the Sterling trade mark, because the Sterling trade mark is only found on products of the highest quality—the quality that creates customer confidence and repeat business.

Do you require Pickles, Catsups, Relishes or delicious Summer Drinks?

You will find the Sterling lines unsurpassed by any on the market. And every time you sell a Sterling product you not only boost your own business, but you help to encourage Canadian enterprise, for Sterling lines are Canadian made, every one.

*The profits, too, are worth while.
Write to-day for full particulars.*

T. A. Lytle Co., Limited
Sterling Road Toronto

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
Boneless Pigs' Feet, ½s, \$1.75; 1s, \$2.75; 2s, \$5.50.
Lamb's Tongues, ½s.
Sliced Smoked Beef, tins, ½s, \$1.85; 1s, \$2.80; 4s, \$15.50.
Sliced Smoked Beef, glass, ¼s, \$1.50; ½s, \$2.25; 1s, \$3.25.
Tongue, Ham and Veal Pate, ½s, \$1.50.
Ham and Veal, ½s, \$1.20.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, \$1.
Potted Meats, Glass—Chicken, Ham, Tongue, ¼s, \$1.50.
Ox Tongues, tins, ½s, \$3.50; 1s, \$6.50; 1½s, \$9.50; 2s, \$13.
Ox Tongues, Glass, 1½s, \$12; 2s, \$14.
Mincedmeat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
In Pails, 25 lbs., 12c lb.
In 50 lb. Tubs, 12c lb.
In 85 lb. Tubs, 11½c.
In Glass, 1s, \$2.30.

Clark's Peanut Butter—Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.

Pork and Beans, Plain Tails, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.

Pork & Beans, Tomato Sc. Tails, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.

Pork and Beans, Chili, 1s, 85c; 2s, flat, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.

Tomato Sauce, 1½s, \$1.15; Chili Sauce, 1½s, \$1.15; Plain Sauce, 1½s, \$1.15.

Pork and Beans, 1½, Chili Sauce, \$1.15 doz.

Vegetarian Baked Beans, Tomato Sauce, Tails, \$1.40.

Clark's Chateau Chicken Soup, \$1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, ½s, 95c; 1s, \$1.30; 3s, \$2.35 doz.

Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.

English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOARD'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14½
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies
BASIN DE VICHY WATERS,
L'Admirable, 50 btl., litre,
cs. 5 50
Neptune 7 00
San itival 8 00

VICHY LEMONADE
La Savoureuse, 50 btl.,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btl., cs. \$9 00

IMPORTED GINGER ALE
AND SODA

Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-
lb. tins, lb. 0 36
Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha
Blend, 1-lb. tin, lb. 0 34½
Victoria, Java and Mocha
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32
Princess, Java and Mocha
Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S

Per doz. tins
D. S. F., ¼-lb. \$ 1 60
D. S. F., ½-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., ¼-lb. 0 90
Per jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.

White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval lth.
ltho. dredge.
dredge, 2½ oz.
Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90
Arrowroot, 4 oz.
tins, 85c
Cayenne 0 45 0 90
Celery salt
Celery pepper
Cinnamon 0 45 0 90
" whole, 5c.
pkgs., window
front, 45c
Cloves 0 45 0 90
Cloves, whole, 5c.
pkgs., window
front, 45c
Curry powder
Ginger 0 45 0 90
Mace 1 25
Nutmegs 0 45 0 90
Nutmegs, whole,
5c pkgs., window
front, 45c
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90
Pickling spice,
window front, 90c
Shipping weight
per case 10 lbs. 15 lbs.
Dozens to case... 4 4

If any advertisement interests you, tear it out now and place with letters to be answered.

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

Fruits**Bananas****Lemons****Oranges**

and also

All Early**Vegetables****Lemon Bros.**

OWEN SOUND, ONT.

Lemons

In Hot Weather,
Cold Weather,
High Prices or
Low Prices the
Lemons of **Real
Value** are packed
by Franc Traenzz
under

"St. Nicholas"**"Queen City"****"Kicking"****J. J. McCabe**Agent
TORONTO**Everything
Seasonable**

in

**Fruit and Vegetables
of****Very Best Quality**Send your orders
to***The House of Quality*****HUGH WALKER & SON**

GUELPH, ONTARIO

Established 1871

**CANADIAN
AND
CALIFORNIAN
FRUITS
IN
ABUNDANCE**

LARGEST ASSORTMENT

Also New Potatoes, Watermelons,
Cantaloupes, etc.**WHITE & CO., LIMITED**

TORONTO

Wholesale Fruits

Branch at Hamilton

If any advertisement interests you, tear it out now and place with letters to be answered.



The High Price of Meat is Turning

the housewife to Sea Foods and the alert Grocer is utilizing the situation to his profit by featuring

BRUNSWICK BRAND SEA FOODS

This brand has won popular family favor and it brings Steady Sales. The present season is opportune for a display of our Brunswick Brand line which includes

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

REPLENISH YOUR STOCK NOW.

Connors Bros., Limited

Black's Harbor, N.B.



THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry..	.06½
40 lbs., 1 lb. pkg., White Gloss .....	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons .....	.07½
100 lbs. kegs, No. 1 White .....	.07
200 lbs. bbls., No. 1 white .....	.07
30 lbs., Edwardsburg Silver Gloss, 1 lb. chrome pkgs. ....	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08½
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08½
100 lbs., kegs, Silver Gloss, large crystals .....	.07½
28 lbs., Benson's Satin, 1 lb. cartons, chrome label .....	.07¾
40 lbs., Benson's Enamel, Cold water, per case	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.12½
Celluloid, 45 cartons, case	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06¾

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. ....	.07¼
Barrels, 200 lbs. ....	.06¾
Kegs, 100 lbs. ....	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07¾
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08¼
Kegs, extra large crystals, 100 lbs. ....	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06¾
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:	
5c packages (96)	\$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 } Packages Mixed	3 30
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$ 2 00
2 lb. tins, 2 doz. in case	3 00
5 lb. tins, 1 doz. in case	3 40
10 lb. tins, ½ doz. in case	3 30
20 lb. tins, ¼ doz. in case	3 25
Barrels, about 700 lbs. ....	.04¼
Half bbls., about 350 lbs. ....	.04¼
¼ bbls., about 175 lbs. ....	.04¼
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 38½ lbs.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	\$ 3 50
5 lb. tins, 1 doz. in case	3 90
10 lb. tins, ½ doz. in case	3 80
20 lb. tins, ¼ doz. in case	3 75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	4 80
Barrels, per 100 lbs.	5 25
½ barrels, per 100 lbs.	5 50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	\$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35
Delivered in Winnipeg in carload lots.	

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can.	\$ 4.75	\$ 3.75	\$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can ...	14.00	12.00	9.00

YUBA BRAND

2½ Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can .....		.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins,; 1-lb. tins,; Robinson's patent groats, ½-lb. tins,; 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood and Nut-brown	0 55
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES

Doz.	
Polish, Black and Tan	0 55
Metal Outfits, Black and Tan 3 55	
Card Outfits, Black and Tan 2 25	
Creams and White Cleanser 1 10	

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1 20
--	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s. butts 9 lbs.	\$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs. 0 46	
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57	
Great West, pouches, 9c.	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

TRAVELER WITH BEST REFERENCES, desires lines suitable for grocery and confectionery trade in N.S. and N.B. Address Traveler, 57 Louisburg Street, Halifax, N.S.

WANTED — RELIABLE GROCERY AND provision clerk; one with several years' experience; must be a good salesman. Apply Barnsdale Trading Co., Limited, Stratford, Ont.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

FOR SALE—GROCERY BUSINESS, DOING about \$35,000 a year. Clean stock, up-to-date fixtures. Apply Box 148, Canadian Grocer.

GROCERY BUSINESS — GOOD WESTERN Ontario town; turnover \$12,000; can be bettered. Fixtures \$750; stock about \$1,500. Good reasons for selling. Must be taken at once if wanted. Box 153, Canadian Grocer.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada


Kindly mention this paper when writing advertisers

To All Live Business Men

I would like to hear from any merchant or any good, live, responsible man residing in any part of Canada who would be interested in handling the Best Egg Preserver in the world, bar none, which will be manufactured in Chicago, Ill., and Toronto, Canada, in 1917.

Address R. G. FLEMING, Blackfoot, Idaho

OAKLEY'S KNIFE POLISH



2012-2112

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Jenkins & Hardy

Assignees, Chartered
Accountants, Estate and
Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you post-paid on receipt of

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto.



There is no finer cocoa in the world than this celebrated Canadian Product—

COWAN'S
COCOA—
"Perfection Brand" Purest and Best

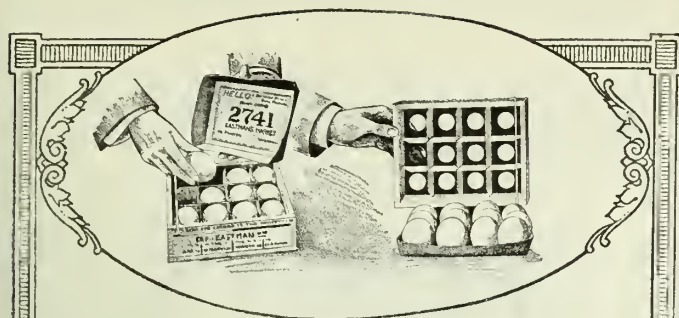
We voice the merits of this excellent cocoa to more than 3,000,000 Canadian people daily through our national campaign of advertising. Little wonder, then, that this cocoa is selling tremendously—push it, it beats any imported goods, and further it's Canadian made by Canadians.



A-71

INDEX TO ADVERTISERS

A	Lemon Bros.	41
Anchor Caps & Closure Corp.	Lytle, T. A.	40
Inside front cover	M	
B	MacKenzie & Morris	44
Balfour-Smye & Co.	Maclure & Langley	44
Benedict, F. L.	MacNab, T. A., & Co.	44
Betts & Co.	Magor, Son & Co.	12
Inside back cover	Malcolm Condensing Co.	
Borden Milk Co.	Inside back cover	
Bowman & Co., Geo.	Mann, Laurie Co.	44
C	Mathieu Co., J. L.	48
California Associated Raisin	McCabe, J. J.	41
Co.	Millman, W. H., Sons	44
Canadian Cereal & Flour	Mount Royal Milling Co.	6
Mills Co.	N	
Can. Fairbanks-Morse Co.	National Cash Register Co.	3
Catelli, C. H., Co.	Niagara Peninsula Publicity	
Channell Chemical Co.	Association	10
Front cover	Nuggett Polish Co.	5
Clark, Ltd., W.	O	
Cochran, J. N.	Oakey & Sons, John	45
Condensed Ad. Page	P	
Connors Bros.	Patrick & Co., W. G.	44
Cowan Co.	Pennock, H. P., Co., Ltd.	44
D	Perry Co., The H. L.	44
Dept. of Finance,	Procter & Gamble Co.	37
Dominion Cannery	R	
Dominion Salt	Red Rose Tea Co.	11
E	Rock City Tobacco Co.	12
Eckardt, H. P., & Co.	S	
Eno, J. C., Co.	Spratts	10
Inside front cover	St. Lawrence Sugar Refineries	9
Escott, W. H., & Co.	Star Egg Carrier & Tray Mfg.	
Estabrooks Co., Ltd., T. H.	Co.	44 and 47
Eureka Refrigerator Co.	Stephenson, Blake & Co.	41
F	T	
Fearman, F. W., & Co.	Taylor & Pringle	11
Freeman Co., W. A.	Toronto Salt Works	45
G	Toronto Butchers' Supply Co.,	
Grant, C. H.	Ltd.	45
H	Trent Mfg. Co.	45
Hargreaves (Canada), Ltd.	W	
Heinz, J. J., Co.	Wagstaffes, Limited	2
I	Walker, Hugh, & Son	41
Imperial Rice Milling Co.	Washington, G., Coffee Sales	
J	Co.	44
Jenkins & Hardy	Webb, Harry	44
L	Wetley, J. H.	48
Lake of the Woods Milling	White & Co.	41
Co.	White, Fred J.	44
Back cover	Woodruff & Edwards	47
Lambe & Co., W. G. A.	Woods & Co., Walter	48

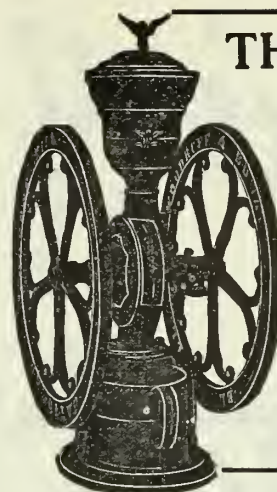
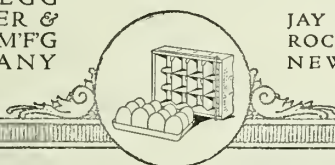


Star Egg Carriers are enabling 63% of your fellow Grocers to put up, grade and candle their eggs in less time than you can simply fill a paper bag or carton. And, best of all it's increasing the profits of their Egg Department hundreds of dollars each year.

Star Egg Carriers will do the same for you.
Our booklet S-174 tells how. Write for a copy.

STAR EGG
CARRIER &
TRAY MFG
COMPANY

1037
JAY STREET
ROCHESTER
NEW YORK



THE ELGIN GUARANTEE

We guarantee the ELGIN NATIONAL COFFEE MILL to steel-cut coffee faster than any other coffee mill of corresponding size.

Furthermore, their lifetime durability and the perfection of the work they do are good reasons why you should install one of the Elgin Mills.

First cost is the only cost. Even in this there is a saving over the price of many other makes.

Before deciding what coffee mill you will install, get the Elgin booklet No. 24-C.

You will find a size and style for your store.

WOODRUFF & EDWARDS CO.
Elgin, Ill., U.S.A.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer

143 University Avenue, Toronto

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

ONLY \$10.50, DELIVERY PREPAID.

Send your order to Book Department

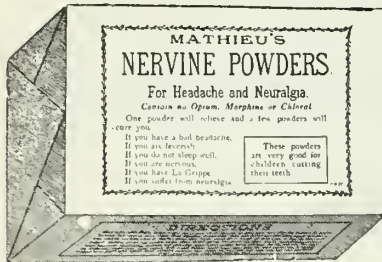
MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Century Salt

Pure,
even
crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt**. The salt that is best for table or dairy. Every store should handle **Century**. Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO



It pays to
feature

MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

Have you tried **WETHEY'S ORANGE MARMALADE?**

It is making
a hit.

Brooms of Quality

may always be had by ordering our brands. We have them at
\$3.25, \$3.50, \$3.75, \$4.00,
\$4.25, \$4.50, \$4.75, \$5.00,
\$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00
per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use--stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY--BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND



A quick turnover and a good profit

—that's the rule when MALCOLM'S MILK PRODUCTS are featured constantly in the window and on the sales counter. They have long ago established a selling record that places them ahead of competitors in business-building profit-making popularity.

You cannot afford to omit the Malcolm Lines from your Made-in-Canada displays. It will pay you to constantly feature them--first sales spell steady repeat business.

Malcolm's Milk Products have opened up bigger business for dealers everywhere. They'll do the same for you.



Look over this list:—

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz in case	3.75
Banner Condensed Milk, 4 doz. in case.....	5.75
Princess Condensed Milk, 4 doz. in case.....	4.75

We deliver 5 case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c per 100 lbs.

The Malcolm Condensing Co., Limited, St. George, Ont.

A COMPLAINT WELL-HANDLED IS AN ASSET OF THE PAST FROM WHICH THE FUTURE SHOULD DRAW DIVIDENDS

How we handled this complaint

The Complaint

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., April 21, 1916.

Gentlemen:—Kindly send me your cook book. I think I deserve one. I've been on this blessed old homestead nine years now "batching," and during the whole of that time I've only had one and a half sacks of flour which were not FIVE ROSES. The first was either XXX or else XXXX; anyway it would have killed a dog. I didn't understand either flour or cooking and bought it on the advice of a so-called friend: I think he must have wanted my land. Anyway I survived and cheated him. The last 100-lb. sack of FIVE ROSES I got a few months ago was pretty bum, and I could make nothing decent at all with it; but I must say in all honesty, it's the only bad sack I've ever had. So I think you owe me a cook book. Anyway, I've no stamps handy, but please yourselves.

Yours truly,
(Sgd.) J. W. DENTON.

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Montreal, May 17th, 1916.

We Reply

Dear Sir:—You are quite right. If anyone is entitled to a free cook book, his name is Denton. We mailed you a copy last week, and hope it will reach you in good condition. If for any reason it did not arrive, or you should desire further copies, just drop us a line and we will see that you are supplied.

We are glad to note that it took you nine years to find a bad bag of FIVE ROSES flour, but are sorry that you should have been the victim. If you will let us know when and where you got this inferior bag, we will see that it is replaced without cost to you. As you are aware, we want to live up to our guarantee when given the opportunity.

Yours truly,
LAKE OF THE WOODS MILLING CO., LIMITED.

The Come-Back

LAKE OF THE WOODS MILLING CO.,
Montreal.

Moss Lake, Sask., June 2nd, 1916.

Gentlemen:—Yours of the 17th ult. to hand, also two pencils for which please accept my thanks. They are certainly a tasty advertisement. The cook book I have not as yet received, but presume it will come through in due course.

I must say I was greatly surprised at your letter. It's a bit of a corker when a company can start throwing sacks of flour in with cook books, especially in war-time. I guess the war is to blame for my bad bag of flour. However, I didn't start the war, and it's hardly fair that my "innards" should suffer for Kaiser Bill's, the Potsdam Lyre's misdeeds: if he'd got the sack of flour in place of me, I'd have kept mum and not said a word.

I got the sack of flour off MacPherson, of Norquay, Sask., and as to date as near as I can say, it was somewhere round Xmas. I don't keep my bills beyond just checking the goods when I get home, as I've never run a bill with Mac yet, always pay cash.

However, if you write Mac, he will verify this, and of course I don't expect you to take my word, because I complained about it to him and fetched out a half sack of "—" flour. Would not fetch a sack as I'd never tried it and being bitten with one whole sack was enough to be going on with. I finished the "—" flour two days ago, and as I'd no time to go to town, I've fallen back on the other. But it's bad, in fact to tell you the honest truth and using strictly Parliamentary language (it's d— rotten). Anyway, I won't make a song and dance about it, but if you could throw in a motor car and a team of horses and, say, a household of furniture and a few fancy little stunts like that, you know—well!

Mind you, gentlemen, I didn't ask for a sack of flour. I only asked for a cook book, and it speaks well for your firm the way you have met my complaint.

Happy is he that expecteth little, for verily he shall not be disappointed.
Yours faithfully,
(Sgd.) J. W. DENTON.

More from us

J. W. DENTON, ESQ.,
Moss Lake, Sask.

Montreal, June 22nd, 1916.

Dear Sir:—We thank you for your letter of the 2nd instant and the information therein contained. We have referred the correspondence to our Winnipeg office, and no doubt you will hear from them shortly. Thanking you for your complaint, we are,

Yours truly,
LAKE OF THE WOODS MILLING CO., LIMITED,
Montreal.

The Guarantee lived up to

LAKE OF THE WOODS MILLING CO.,
Montreal.

Winnipeg, June 27th, 1916.

Gentlemen:—As requested, we have to-day instructed our agents, the Norquay Trading Company, at Norquay, to deliver a bag of FIVE ROSES free of charge to J. W. Denton, Moss Lake.

Yours truly,
LAKE OF THE WOODS MILLING CO., LIMITED,
(Sgd.) N. J. Breen.
Mgr. Flour Dept.

CANADIAN GROCER

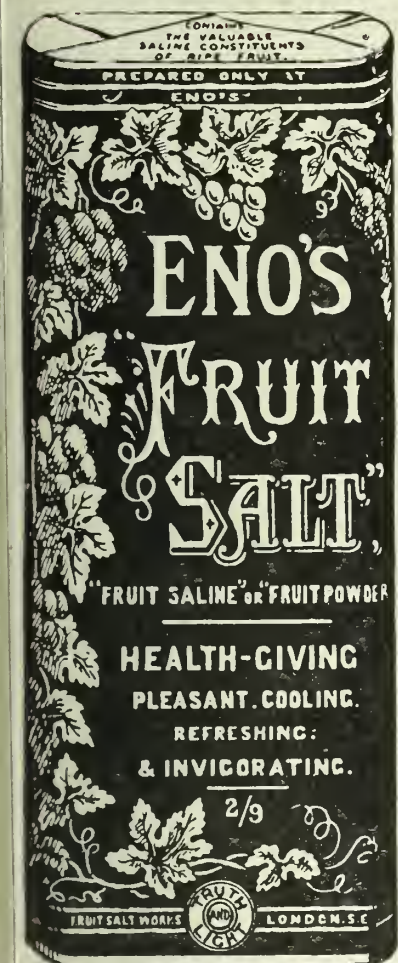
Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 18th, 1916

No. 33

The Original and Only Fruit Salt —Used the world over



With warm weather comes the necessity for a blood cleansing, system regulating and invigorating preparation.

Grocers in every corner of the civilized world sell ENO'S FRUIT SALT—sold in nearly every city, town and village from the boundary line of the Dominion to Alaska.

Are you selling this well-advertised and popular preparation?

Don't wait until to-morrow, write now for a trial order—feature it, for it's a repeater, a drawing card for your store.

Fill your window full and see how many customers it will bring into your establishment.

Prepared only by

J. C. ENO, Limited, "Fruit Salt" Works, London, England

SOLE AGENTS FOR NORTH AMERICA:

Harold F. Ritchie & Co., Limited, 10-14 McCaul St., Toronto

Sell More Dried Fruits

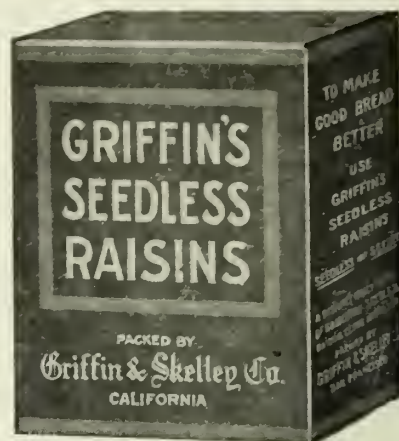
THIS year many lines of fruits of domestic origin are scarce and consequently high-priced. Also the high price of sugar has detained many housewives from "putting down" their usual quantity of Preserves and Jams. These two circumstances favor you. They mean that there will be a greater dependence on your stocks this autumn and winter.

Economy is calling to many to use dried fruits—

**Peaches, Apricots,
Plums, Prunes,
Raisins.**

THE VERY BEST BRAND OF THESE IS GRIFFIN & SKELLEY'S. Both you and your customers are well acquainted with the G. & S. Brand and so it is very easy for you to sell the G. & S. line. Indeed, Griffin & Skelley goods are the most readily sold of all such goods.

Give
**Griffin's
Seedless Raisins**



prominence just now. This since Raisins are being widely advertised to the general public. Raisins for pies, rice, bread, puddings — you see how mothers and wives can use them extensively. Every pound is "Grist for the Mill," and every penny counts these days.

EVERY GRAIN



PURE CANE

LIST of CANADIAN AGENTS

A. & W. OSGOOD
MONTREAL :: :: P. Q.

ROBERT MITCHELL & CO.
QUEBEC :: :: P. Q.

WALLACE ANDERSON
TORONTO :: :: ONT.

ALFRED POWIS & SON
HAMILTON :: :: ONT.

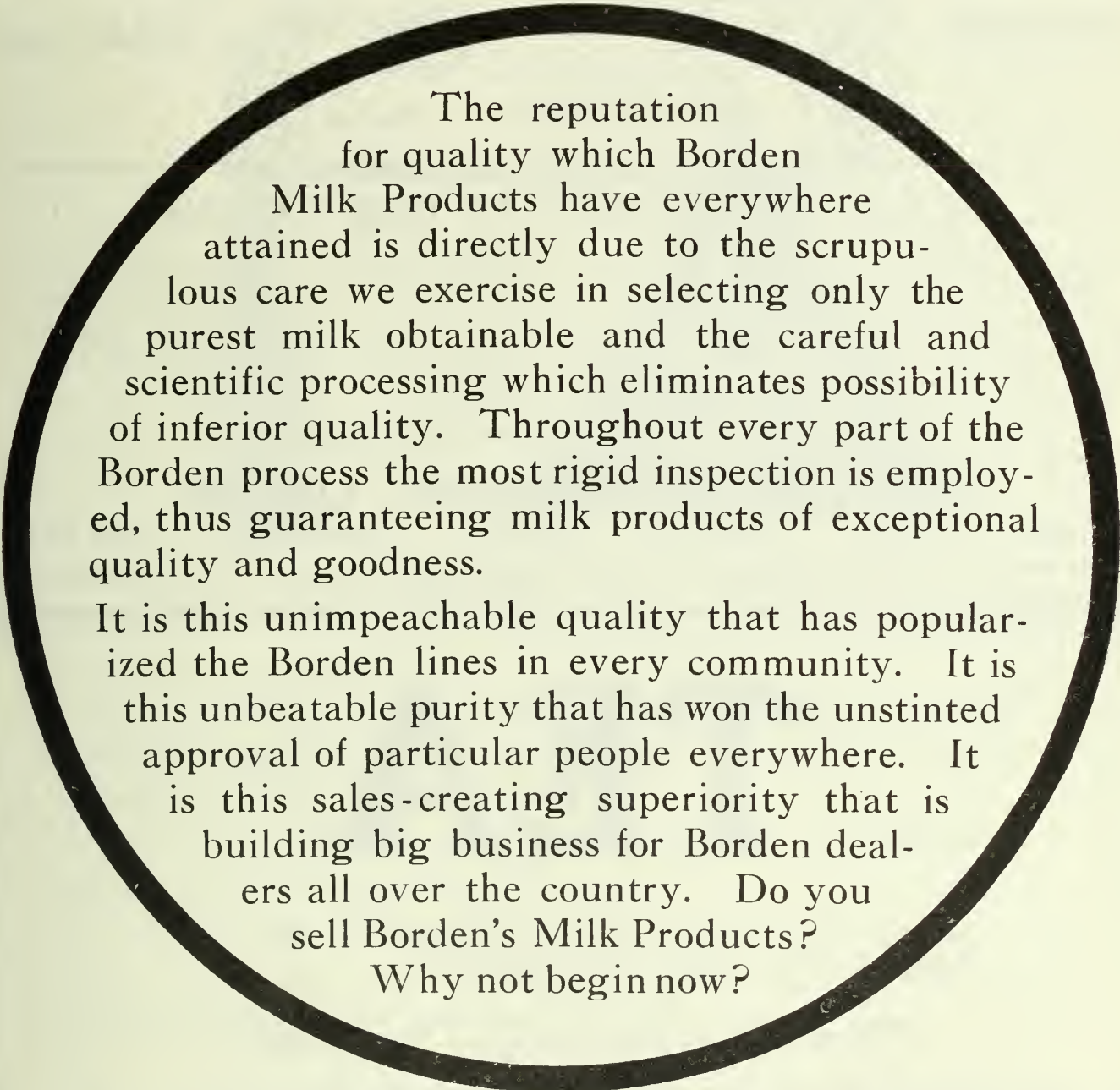
GEO. H. GILLESPIE
LONDON :: :: ONT.

C. D'CARTERET
KINGSTON :: :: ONT.

W. H. ESCOTT CO., Limited
WINNIPEG AND THE WEST

The Acadia Sugar Refining Co., Ltd.
Halifax Canada

Canada's Finest Milk is Used in Borden Milk Products



The reputation
for quality which Borden
Milk Products have everywhere
attained is directly due to the scrupu-
lous care we exercise in selecting only the
purest milk obtainable and the careful and
scientific processing which eliminates possibility
of inferior quality. Throughout every part of the
Borden process the most rigid inspection is employ-
ed, thus guaranteeing milk products of exceptional
quality and goodness.

It is this unimpeachable quality that has popular-
ized the Borden lines in every community. It is
this unbeatable purity that has won the unstinted
approval of particular people everywhere. It
is this sales-creating superiority that is
building big business for Borden deal-
ers all over the country. Do you
sell Borden's Milk Products?
Why not begin now?

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office, No. 2 Arcade Building, Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Gold Standard

A splendid
line well
advertised

Jelly Powders

sixteen flavors
All alike delicious

So easy to serve—so good to eat that the housewife who tries them wonders how she ever did without Gold Standard Jellies.

Let the Kiddies Eat
Lots. Good for them!

Make many other good things, too, from our big 110 page Cook Book, which is sent Free on request. Send us your name on a post card.

Gold Standard Mfg. Co.

Winnipeg



13



Makes
customers and
holds them

GET MORE BUSINESS AT OUR EXPENSE

The advertisement above and many more of similar nature are appearing in all the prominent Western newspapers and magazines. They are creating a very favorable impression in the minds of your customers. Gold Standard food products are a credit to your store. They help to bring your customers in oftener, and those who buy these goods are the very ones who purchase other supplies.

Let us tell you of our co-operative plan and how it will benefit you.

THE CODVILLE COMPANY, LIMITED

Winnipeg

Brandon

Moose Jaw

Saskatoon

Medicine Hat

Prince Albert

TEA

We have just arriving ex S.S. "Monteagle" a very choice selection of new season's high grade

"Russian Karavan Congous"

Buy your requirements for the year now when the selection is at its best.

Prices range from 35 to 80 cents.

John Duncan & Co., Limited

Established 1866

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Raspberry Vinegar

A POPULAR SUMMER DRINK



Sales Go Up With the Thermometer

E. D. Smith's Raspberry has a big sale during these sweltering summer days. There is good profit in this line for you.

E. D. S. Raspberry Vinegar is made of luscious, rich, red raspberries grown on our famous Winona Fruit Farm.

Make a Display

Send in an order—get your share of the hot season sales.

E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS:—Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B. C.

Why You Should Feature **KING GEORGE'S NAVY**

PUSH TOBACCO

Sell more of everything! Mentality affects habit and conduct. The nervous, cranky man isn't half the good spender that the contented man is. The contented man is a philosopher. He takes life easily, and wants to see others live well and happily, including his family. So there is more in the use of tobacco than you may have perceived. You will find men who use KING GEORGE'S NAVY CHEWING tobacco easy men to sell to; and every man influences other men—often to your advantage. At any rate it is good business to push the sale of tobacco and in particular of King George's Navy.



Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade



The One Outstanding BROOM

Of all the brooms on the market, there is one corn broom that is bought by name. And that name is

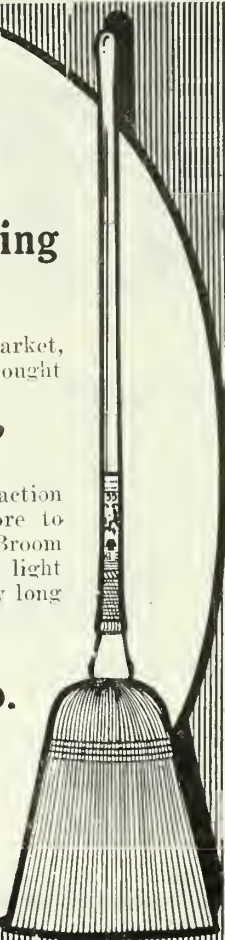
The "NUGGET"

It is a source of real satisfaction to your customer—and therefore to you—because the Nugget Broom holds its shape, is exceptionally light in weight and gives wonderfully long service.

Write for prices, etc., to
Stevens-Hepner Co.

LIMITED
Port Elgin, Ont.

The "Nugget" is only one of the famous Keystone Brand Brooms and Brushes.



The World's Best

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocer's esteem than

Windsor Table Salt

Made in Canada

It has been his standard of purity for years—and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

THE CANADIAN SALT CO. LIMITED

Seasonable Goods

Mr. Grocer, Are What You Want

Take a few moments to study CLARK'S LIST (if you have not got one, a post-card will bring it), and you will find the goods to fit the season.



CLARK'S Pork and Beans

and, in fact, all CLARK'S products

ARE SELLERS

They have the quality.
Their reputation is un-
impeachable.

They are thoroughly
advertised and prices
are right.



W. CLARK, LIMITED, MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Paper Balers Prest Steel—Climam and Jewell

Ask for Circulars.

Walter Woods & Co., Hamilton
Winnipeg

Your Customers Need

Sani-Flush

Cleans Water-Closet Bowls

The reason is simple—it provides the only quick, easy and sure way to clean toilet bowls. This work must be done properly or the bowl becomes offensive and unsanitary. The least expensive and the easiest way to do it is with *Sani-Flush*



The Trap which you can't clean except with *Sani-Flush*

Find out for yourself by giving it a trial in your home or store. Then see how it appeals to economical housewives by making a display. Write us for assistance in selling *Sani-Flush*.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

GROCERS, ATTENTION

Peaches will be of good quality this year—and a fair crop. Housewives will put down large quantities this season due to shortage of small, tender fruits. Boost the line that is guaranteed. Insist on this label, with the Map. The guaranteed Niagara Peninsula Grown Fruit.

Write this paper
for further information.

BUY

STAR BRAND

"Made in Canada"

**Cotton Clothes Lines
and Cotton Twine**

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

If any advertisement interests you, tear it out now and place with letters to be answered.

JAPAN TEA



CLEANING TEA

The Japanese Government prohibits
adulteration and coloring of Tea

It is to the stimulating
qualities of their national drink
that the wiry Japanese owe their
stamina.

When you are "Fagged out" try
"Japan Tea"—it's rare excellence
of flavor and aroma will comfort you.

ON SALE AT ALL
GROCERS

Sample of our country wide newspaper advertising campaign which
is creating an ever growing demand for Japan Tea

UNDOUBTED superiority well advertised is
back of the constantly increasing demand for
Japan Tea.

In the big consumer advertising campaign which
we are constantly carrying on we spare neither
labor nor expense in bringing the merits of Japan
Tea before the notice of the public.

Dealers handling the delicious product are reap-
ing the benefits of this publicity campaign. Every
sale of Japan Tea means a satisfied customer and
repeat sales.

Could more tea profits be coming your way? Then order a trial
supply of Japan Tea. Your wholesaler has it.

If One Could Only Know!

If every customer of yours who quietly vanishes over to your competitor would only tell you her troubles, many a "hidden leak" in the business could be ferreted out. But they don't tell you. So your safe course is—stock the tried and proven sellers. In vanilla extracts it is

Shirriff's True Vanilla



a favorite for thirty years. Its superiority makes sure of the customer's goodwill and holds it solid.

Shirriff's is
50 per cent.
stronger than
Government
requirements.

There is only one country which grows the best flavored beans of all—it is Mexico. Our secret process brings out the last vestige of goodness out of the Mexican bean. Less of Shirriff's is needed to produce the finest flavor. That appeals to women. Satisfy them by providing Shirriff's. Write us.

Imperial Extract Co.
Toronto

Furnivall's FINE FRUIT PURE JAM

—the real home-made
kind

The secret of Furnivall popularity lies in the great care we exercise in selecting only the very choicest sun-ripened fruits and using only the very best cane sugar, while the conditions under which the preserving is done is a dead-sure guarantee of absolute customer satisfaction.

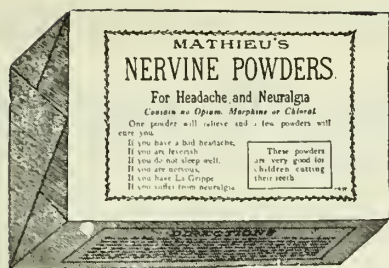
When you begin featuring Furnivall's you will begin to realize what real jam profits are like. Every first sale is but the forerunner of steady repeat business.

Your wholesaler has Furnivall's in stock. Order a trial supply to-day and prove its selling value to your own satisfaction.



Agents: Ontario —
MacLaren Imperial
Cheese Co., Ltd.,
Toronto, Montreal
W. S. Silcock, St.
John, N.B. — Mac-
Laren Imperial
Cheese Co. Halifax,
N.S. — MacLaren Im-
perial Cheese Co.
Sydney, N.S. — A. E.
Sheppard, Hamilton
R. M. Griffin,
Winnipeg — W. L.
Mackenzie Co., Lim-
ited, Calgary, Alta.
— MacLaren Im-
perial Cheese Co.,
Ltd. Edmonton, Alta. — Central Brok-
erage Co.

FURNIVALL-NEW, Limited
Hamilton, Canada



Somebody
is getting
this trade

Why not
you?

A
simple,
harmless,
but effective
remedy for
nervous dis-
orders of every
description is al-
ways in big demand
everywhere. There are
lots of people coming
into your store every day
who need just such a reme-
dy as

**MATHIEU'S NERVINE
POWDERS**

A counter display of these depend-
able nerve "straighteners" will bring
this profitable trade your way. The
results that Mathieu's Powders produce
warrant your recommending them with
perfect confidence.

A window or counter display of these famous
nerve powders will bring you splendid results.
Other dealers are finding it worth while to push
this line. So will you. Order a stock to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

Four Factories

are now required to supply the steadily increas-
ing demand for

Shredded Wheat

One in Niagara Falls, Ontario
Two in Niagara Falls, N.Y.
One in Oakland, California

all model, sanitary factories. The growth of
Shredded Wheat is one of the industrial
achievements of our time—no premiums, no
bribes, no coupons—just the cleanest, purest,
best cereal food made. You are in good com-
pany when you distribute this product.



This Biscuit is packed in
odorless spruce wood cases,
which may be easily sold for
10 or 15 cents, thereby add-
ing to the grocer's profits.

MADE IN CANADA

**The Canadian Shredded
Wheat Co., Limited**
Niagara Falls - Ontario

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



The best value in Rice being
offered on Canadian
markets today.

When customers ask for "Blue," or
"Washing Blue," or "Laundry
Blue" give

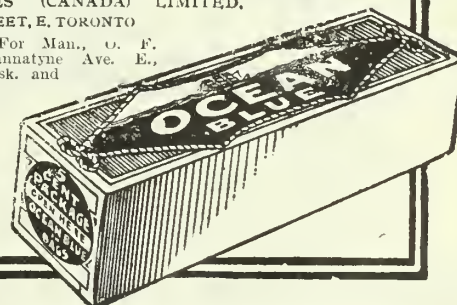
OCEAN BLUE

and you will be on the safe side.
They cannot buy, and you cannot
sell, a better.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents—For Man., O. F.
Lightcap, 179 Bannatyne Ave. E.,
Winnipeg. For Sask. and
Alberta—W. L.
Mackenzie & Co.,
Ltd., of Regina.
Saskatoon, Calgary
& Edmonton. For
B.C. & Yukon—
Creeden & Avery,
Rooms 5 and 6,
Jones Block, 407
Hastings St. Wes.,
Vancouver.



If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

Tartan Brand will satisfy them

Yes, even the most hard to please will find in the Tartan Brand Line a superior quality—the kind that brings them back for more.

We want none but satisfied customers, hence we take particular pains regarding the quality of our goods. Whether it is Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts or Jelly Powder, you will find Tartan Brand a seller and a satisfaction giver.

We carry a full line of fancy groceries, foreign and domestic. We specialize in mail orders. Get in touch with us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.

VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

S 46

The Arctic Refrigerator

is built by experts who have made a complete study of refrigeration for both domestic and commercial purposes, large and small.

The Arctic is dependable in every way—the dry, cold, circulating air protects the most perishable goods from spoilage, ensuring you against loss from wastage.

Moreover, the ice consumption is the smallest to be had in any refrigerator and the display facilities will serve to promote quick, profitable sales.

Get the Arctic catalog.



John Hillock & Co., Limited
TORONTO

The Pedlar Got Them!

One of our travelers reports a greatly worried grocer.

This grocer has been pushing a brand of bulk tea for six months. Now he cannot "Match" it, this particular line being "sold out."

His customers have noticed the "difference" in flavor and strength of his new tea. Complaints!—but worse still some customers are so annoyed they have started buying from the pedlar who works this grocer's neighborhood persistently.

If this grocer had sold these customers Red Rose Tea he would not be losing tea sales to-day. The uniform high quality of Red Rose Tea is maintained regardless of conditions of market or season.

Red Rose Tea

"is good tea"

S.P.Q.R.

YOU know what these four letters stand for—Small Profits and Quick Returns. Men have made fortunes on this idea, and the idea is as sound to-day as it was a generation or five generations ago.

The quickest selling baking soda in Canada is

Cow Brand

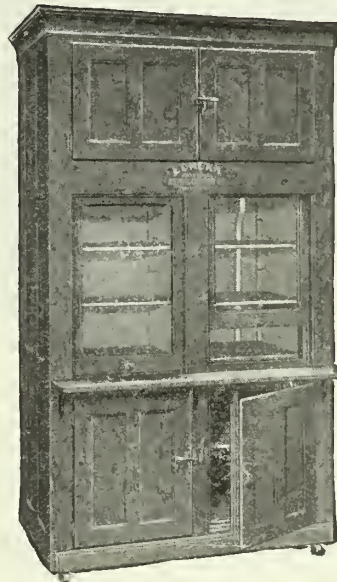


And when you reckon up a year's sales of Baking Soda you'll find that Cow Brand is a larger earner for you than the bulk article.

Sell the Soda that your Customers will buy quickest and be most pleased with—Cow Brand.

Church & Dwight, Limited
Manufacturers - - MONTREAL

Keeps perishable goods fresh and tempting



There is no loss of profit through spoiled contents or poor display where the **EUREKA REFRIGERATOR** is concerned. The Eureka is built on the most improved, scientific principles of cold, dry air refrigeration, based on our 30 years' experience.

The ice consumption is the lowest possible, giving perfect security, at a very little cost.

Why risk loss of sales and customers by trusting your perishable goods to anything less reliable than the Eureka? It will pay you to investigate. Send us a card for particulars.

REPRESENTATIVES: — James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Louergan, Charlottetown, P.E.I.; W. McAlister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company
LIMITED
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

Robinson's "Patent" Groats and Robinson's "Patent" Barley

are stocked by quality dealers the country over.

They know that the big quality reputation of these foods mean year round sales and better profits.

Robinson's "Patent" Groats and Robinson's "Patent" Barley never become dead stock. A little display will always pull the results that count. Are you a "Robinson" dealer? If not why not begin now? Ask your wholesaler.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retail 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retail 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retail 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retail 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retail 25c. "BABY ELITE" COMBINATION (10c size.) "ELITE" PASTE in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retail 10c.

Ask Your
Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, AUGUST 18, 1916

No. 33

Manufacturers Meet Retailers

Co-operation is Urged at Meeting of Manufacturers, Credit-men and Retailers—Banquet Held at Fort Garry Hotel—Contract Selling Plan.

Special to Canadian Grover by staff correspondent.

THE eleventh annual convention of the Dominion Board, Retail Merchants' Association of Canada was held at the Fort Garry Hotel, Winnipeg, last week. It was the first convention at which all the provinces, with one exception, were represented.

Exempt From Tax

Among the many resolutions passed was one to the effect that in the event of a municipality entering into any commercial enterprise in competition with merchants, the latter be exempted from business tax.

Another important resolution was to the effect that the Dominion Government be asked to appoint an inspector for the purpose of prosecuting persons who violate the criminal code with reference to any matters that affect the public, such as false advertising and deceiving the public in regard to the sale of merchandise.

A complete list of the resolutions passed is reported elsewhere in this issue.

Co-operation Heartily Urged

The Executive members of the Canadian Credit Men's Association and the Canadian Credit Men's Association joined the retailers in a banquet at the Fort Garry Hotel on Tuesday evening.

B. W. Zieman, of Preston, Ont., president of the Retailers' Dominion Board, presided, supported by A. R. Ingram, president Canadian Manufacturers' Association; L. J. Mylius, president Credit Men's Association, and others.

In the discussion which followed the banquet it was quite evident that all bodies represented were anxious to get together and work together in all matters pertaining to their mutual welfare.

Passed Resolution

Following a lengthy debate, a resolution was passed as follows:—

"The joint committee of retailers and

wholesalers believe that their interests are largely in common, and that co-operation in solving many of the problems affecting both is sure to be mutually beneficial.

"We are in favor that where possible an established price to the consumer be made. We suggest the co-operation of the manufacturer, wholesaler and retailer to this end.



The New President—Horace Chevrier.

"We believe that the manufacturer, wholesaler, and retailer should work together to conserve to the retailer all business which naturally belongs to him, and that every effort should be made to eliminate unnecessary expense in the marketing of all goods.

"We believe that the manufacturer, wholesaler and retailer should also co-operate in protecting the public in every way possible from fraudulent advertising and the gross misrepresentation of goods offered for sale by unscrupulous dealers.

"We believe all matters pertaining to legislation affecting all parties concerned should be referred to the joint committee for consideration."

Speeches at Banquet

With the exception of the address by Hon. E. Brown, most of the speakers referred principally to the foregoing resolution.

Mr. Brown's address was practical and well received. His hearers applauded the assertion that the provincial government was in sympathy with the aspirations of the retailers. He urged honesty in business, and remarked "I have very great faith in advertising when it presents the facts in the proper way." He mentioned that at the next session of the legislature the government would consider very thoroughly the question of rural credits.

Mr. Mylius representing the Canadian Credit Men's Association, and Mr. Ingram representing the Manufacturers' Association, spoke of the necessity for the three classes to get together. Each mentioned that the bodies they represented were anxious to co-operate and discuss problems of mutual interest. "You will find the manufacturers ready to meet you more than half way," declared Mr. Ingram, while Mr. Mylius stated that the efforts of the credit men for some time past had been directed towards getting into closer touch with the retailers.

Contract Selling Plan

E. M. Trowern, secretary of the Dominion Board, announced that the retailers had that day decided upon a contract selling plan, by which retailers all over the Dominion would sell certain goods at a fixed price, and no one would be permitted to do price cutting in that particular line.

G. A. Maybee, Moose Jaw, Sask., honorary president of the Saskatchewan

Retailers' Association, mentioned that the blending of the three organizations together at that meeting was the realization of one of the dreams of his life. He dealt with conditions in Saskatchewan, and admitted that in that province the retailers had a great fear of the wholesalers, but he was hopeful now that that feeling would shortly be dispelled.

J. A. Beaudry, Montreal, Dominion treasurer of the R.M.A., pleaded for greater efficiency in order to deal with after-war problems, and emphasized the need of further and more strong organization work.

Henry Detchon, general manager of the Credit Men's Association, spoke of the eagerness of the credit men to co-operate with the retailers. They realized that the prosperity of the one depended on the prosperity of the other. He also stated that the Canadian Bar Association had come forward with the suggestion that all measures which the credit men were anxious to have placed on the statute books should first be submitted to them in order that they might draft up the bills and thus work towards unifying the laws throughout the Dominion. Mr. Detchon thought that the credit men would find the Bar Association equally willing to perform a similar service for the retailers if they would only take advantage of it.

Ex-Mayor Deacon dealt with after-war problems, predicting that the na-



Vice-President D. W. Clark, Toronto.

tional liabilities at the close of the war would be \$5,000,000,000 and urged the policy of purchasing only Dominion-made goods, thereby creating greater production from which to pay off the debt, should be inculcated by all.

J. H. Curle, Winnipeg, secretary of the Manitoba branch, and A. R. Evans, of Outlook, Sask., president of the Saskatchewan branch of the R. M. A., also addressed the meeting.

False Advertising

B. W. Zieman, Preston, Ont., president

Dominion Board of the R. M. A., in discussing the resolution which suggested that a Dominion inspector be appointed to prosecute false advertisers, stated as follows:

"The decent merchant objects to false advertising and also to any newspaper which features it. The excellent law which is now on the Dominion statute books in regard to 'fake' ads. has already resulted in some of the biggest advertisers in Toronto having been pulled up. This law was obtained through the efforts of the secretary of our association a little over a year ago.

"The resolution we have passed, however, goes further and asks that an inspector be appointed to prosecute this act, just as the gold and silver marking inspector is expected to prosecute that act. Our association expects to work in conjunction with such an inspector and we will give him all the information possible.

"The general public doesn't just understand what we, as merchants, are after. When we hold a convention or a meeting, the public entertains the idea that the object of our getting-together is to boost prices. We are really working for the protection of the public and the decent merchant. We have the vast majority of the Canadian newspapers with us in this fight, although I am sorry to say that there are many who do not co-operate with us."

Resolutions passed by the Dominion Board of the Retail Merchants' Association at Winnipeg

RETAILERS AND WHOLESALERS

"The joint committee of retailers and wholesalers believe that their interests are largely in common, and that co-operation in solving many of the problems affecting both is sure to be mutually beneficial.

"We are in favor that where possible an established price to the consumer be made. We suggest the co-operation of the manufacturer, wholesaler and retailer to this end.

"We believe that the manufacturer, wholesaler and retailer should work together to conserve to the retailer all business which naturally belongs to him, and that every effort should be made to eliminate unnecessary expense in the marketing of all goods.

"We believe that the manufacturer, wholesaler and retailer should also co-operate in protecting the public in every way possible from fraudulent advertising and the gross misrepresentation of goods offered for sale by unscrupulous dealers.

"We believe all matters pertaining to legislation affecting all parties concerned should be referred to the joint committee for consideration."

MANUFACTURERS AND WHOLESALERS

"That a letter be sent the manufacturers of Canada and to the wholesale trade inquiring as to the nature of their trading policy, and to submit same to the Dominion board."

WANT PUBLIC TO KNOW

"That the incoming executive be instructed to make the aims and objects of the association known to the public so that they may understand the purpose of the association to have honest methods adopted in buying and selling."

MANUFACTURER COMMENDED

"That the association places itself on record as commending the Canadian Shredded Wheat Co. for the honorable manner in which they place their goods on the market for sale, and the high character of their product."

EXPRESS SERVICE

"That whereas it has been reported to the board that a number of members who live in districts outside of those in which express companies deliver parcels are greatly inconvenienced by the limited express service, and that the incoming executive officers be requested to deal with this matter."

NO COMMERCIAL ENTERPRISES

"That it is the opinion of this convention that no attempt should be made by our association to enter into any commercial enterprise, and that we do not lend the name of the association to promote the sale of any product."

REGISTER BUSINESS FIRMS

"That the Dominion Government be asked to register all firms doing business in Canada through the Department of Trade and Commerce, so that they will be able to keep track of the number of people doing business in Canada and their various interests."

PURE FOOD ACT

"That an amendment be made to the Pure Food Act so as to have the retail trade notified by the various government inspectors throughout Canada when any goods made by any manufacturer are found to be adulterated."

PUBLIC OWNERSHIP

"That inasmuch as the public are being educated by some sections of the press, and through publications and on public platforms, by a certain school of thought, to the belief that the municipality, the province and the Dominion should enter into the public ownership of all utilities, and commercial enterprises; and, whereas no definition is made by them as to where in their opinion public ownership should begin or where it should end; and, whereas, those persons who advocate those measures are generally loud in their condemnation of the owners of private capital, which by so doing is engendering an antagonistic spirit between those who own capi-

tal and use it to make a livelihood and those who do not; and in so doing they are interfering with the investment and development of private capital, to the injury of every municipality in Canada, and we hereby recommend that the board appoint a special committee to study this subject and report on the same to the members of the board at an early date."

FALSE ADVERTISING

"That, whereas, in cases of prosecution in the police court for violation of the False Advertising Act, it has been found that the Act does not make any provision for accepting the written report of the analyst who may be asked to analyze any goods and that the analyst himself must appear and give evidence, we therefore recommend that the executive take such action as to have the written sworn statement of the analyst taken as evidence in the courts."

COMMUNITY DEVELOPMENT

As retail merchants are interested in the growth and development of cities and towns in Canada, and are usually active spirits in the development and progress of these places, it was resolved that the association take up vigorously the subject of community development with the object of inducing the public to spend its money in the home town, so as to develop the town and make the rural communities more pleasant places to live in, and that greater co-operation exist between the merchant, the farmer, the laborer and other classes in the various communities.

VOTING CONTESTS

That the convention strongly condemns voting contests, as they promote the gambling spirit in the community, and that the methods employed are not in keeping with legitimate advertising.

BULK SALES ACT

That the executive be requested to see that any bulk sales act, proposed to have placed on the statute books, be so worded before being passed as not to discriminate against any particular class in the community.

ADVICE ON INSURANCE

That freight adjusting and expert insurance services be added to the departments in the association. Many a merchant carries insurance on his building and stock, of which he knows little about the payments. When he is wiped out by a fire he is sometimes at a loss to know what he shall get from his insurance. This proposed department is for the purpose of looking into his policy and telling him what to expect from it.

UNIVERSITY TRAINING

That the Dominion board commend the action of the Manitoba provincial board wherein the universities will be asked to institute some form of mercantile training in their courses of study.

WANT A CENSUS

That a census roll of the number of merchants doing business in Canada, by provinces, be kept at Ottawa.

BOGUS CHEQUE ARTISTS

The executive was instructed to take up with the government and the Bankers' Association, the question of the issuing of the N.S.F. cheques by numerous persons throughout the country. Now that the hotel bars are closed in several provinces, merchants are complaining that the practice of giving cheques on a hank in which the issuer has no, or not sufficient funds, is spreading rapidly.

MORE CO-OPERATION WANTED

That more co-operation take place between the manufacturer and the producer; the wholesaler and the retailer, so as to be prepared for the development in Canada which is fully expected to take place at the close of the war. Also that co-operation should exist between the merchants and the labor unions, which were founded for the purpose of taking care of the labor problems and were not dominated by the theoretical socialistic element.

DAYLIGHT SAVING

That the Dominion government pass a daylight saving bill, to be effective throughout Canada.

FALSE ADVERTISING

That prosecutions be taken against those persons who advertise, offering to give children valuable prizes for selling a certain amount of worthless goods, which are afterwards found to be as deceptive to the purchaser as are the so-called valuable prizes deceptive to the children.

CO-OPERATE WITH THE BAR

That on any legislation the Association decides to ask for the Dominion Bar Association to be first consulted, with a view to having both provincial and Dominion legislation uniform.

GOVERNMENT SLOW PAY

To take up with the Dominion Government the necessity of an arrangement being made whereby the few government employees who are too slow in paying their accounts with the merchants, will be made to pay them so as not to cast unfair reflections on those who do pay up promptly, and are good customers of the merchants.

BANKRUPTCY ACT

That the executive prepare a draft of a Bankruptcy Act, suitable for the entire Dominion, and which would enable unfortunate merchants who may have met with misfortune, to commence business again, provided they have a clean record.

CO-OPERATE WITH GOVERNMENT

The executive was requested to call the attention of the Dominion Government to the fact that more money is invested in the distribution of merchandise than in either the production or manufacture, and that the Association give as much information as it is possible to obtain, so that when they are making investigations into the agricultural and other industries, the great amount of wealth invested in distribution be not overlooked.

EXPRESS COMPANIES

That the question of express companies making deliveries in certain districts of the larger cities, complaints having been made that the deliveries are too limited, be taken up with the companies in order to ascertain why exceptions are made to certain deliveries.

Election of R.M.A. Officers

Winnipeg Merchant Elected President—Treasurer and Secretary Re-Elected—East and West Re-United.

ON the last day of the meeting the election of officers took place. The following officers were elected:

President, Horace Chevrier, Winnipeg; first vice-president, J. O. Gareau, Montreal; second vice president, D. W. Clark, Toronto; treasurer, J. A. Beaudry, Montreal (re-elected); secretary, E. M. Trowern, Toronto (re-elected).

The day's proceedings closed with a supper at which complimentary speeches were delivered. Mr. Chevrier was enthusiastically congratulated upon the honor conferred upon him.

Move to Ottawa

The transference of the head office of the association from Toronto to Ottawa was made in the belief that by such action the best interests of the retailers would be served.

To Work in Harmony

Complete accord on future policies of the association, and avowed determination to work in harmony on all matters affecting the welfare of the retailers of Canada were the two principal themes of the addresses of G. A. Maybee, honorary president of the Saskatchewan organization; E. M. Trowern, J. A. Beaudry, J. A. Banfield, Winnipeg, and others.

A hearty vote of thanks was passed to the retiring members of the board. This was appropriately responded to by B. W. Zieman, retiring president, and J. L. S. Hutchinson, retiring vice-president.

The supper served to cement the new harmonious spirit so long desired between the East and West. The visitors referred to the hearty reception which

had been accorded them by the Winnipeg branch of the association.

MOVE DOMINION BOARD TO OTTAWA

AT the convention of the Dominion Board of the Retail Merchants' Association held at Winnipeg last week it was decided to move the headquarters of the Dominion Board from Toronto to Ottawa. This will mean the removal of E. M. Trowern, Dominion secretary from Toronto to Ottawa. The headquarters of the Ontario and Toronto boards will still be located at Toronto. It is believed that the best interests of the retailers will be served by having the head office at Ottawa where most of the legislation affecting the retailers is passed.

CATALOGUES AND BOOKLETS

The "Nabob" is a magazine for retail grocers, published by Kelly Douglas & Company, of Vancouver. Its editor is R. J. Smith. The first issue which has come to this desk has various selling articles and short reports of various markets in which grocers might be interested. One or two ginger articles, current news and so on go to fill up this little house organ.

WANTED

SPECIALTY SALESMAN FOR TORONTO who can co-ordinate advertising and salesmanship; one with car preferred, to call on grocers. White Swan Mills, Pearl St.

Dealer Makes Good on Pickling Spice

A Great Line to Give Searching Test to Grocers' and Clerks' Knowledge—A Subject to Teach the Housewife—Quality Brought Results—How the Campaign Was Handled by an Up-to-Date Merchant.

Third of the Masters Series by E. A. Hughes.

J. J. MASTERS, contrary to his initial, was no jay, the same vulgarity being popularly supposed to imply boob or simpleton. On the other hand he was a crackerjack businessman, shrewd and sound, and his methods for getting business were go-ahead and progressive. It was from him that I learnt just how well a dealer can make out by specializing in certain lines in certain weeks. I propose to tell here how Masters sold more pickling spice when the season was on than any other man in his town.

"I believe," said Masters to me, "in co-operation. The master and man relationship is worked out to the best results for all concerned when master and man co-operate. I have always made it a rule to treat all my men as sensible and level-headed fellows till I found out to the contrary, and this infers a willingness on my part to give the boys credit for ideas as good as my own. I therefore called the bunch together when the time for pickling came round and invited ideas as to how we should all combine to make "Pickling Spice Week" the best week yet. And I'm bound to say," he continued with conviction, "that we succeeded."

"I started in on them one morning. 'Now boys' I said, 'the first thing, it seems to me, for us all to lay hold of about pickling spices is that the average housewife herself knows little about them. They know a good deal about the average grocery commodity and its uses but on the subject of pickling spices they are as bare of proper knowledge as an egg is of hair. Here's a big opportunity for you to improve the shining hour by teaching the housewife something and incidentally bringing something extra into the store coffers. Pickling spices are largely a matter of quality. You know of course that we sell A. 1 quality, and none other. We don't bother with

There Are PICKLING SPICES and PICKLING SPICES

Unless you know all about spices maybe you couldn't tell the difference. Will you let us tell you the difference? The best have 16—sixteen—ingredients: no less. The second grade stuff has 8 or 10 spices only instead of the full complement.

Our staff can demonstrate that the Pickling Spice we offer has all sixteen component spices. It is therefore

INDISPUTABLY THE BEST

Look for the platter in the window and on the counter; the little platter with the big meaning.

You are going to pickle your vegetables soon. Now is the time. We have the goods.

You want vinegar, too. And to save your steps why not buy the vegetables at the same store.

J. J. MASTERS

Phone 52

Main and King Sts.

Suggestion for a newspaper advertisement during the pickling season. This should make a good, strong announcement.

second rate stuff. Now we want to get this over into the heads of the women who are going to pickle. To begin with there is little chance of the grocer getting away with selling compound spice because of course they are sold whole. The women probably know that. But there is a good chance for the grocer to get away with an inferior spice for pickling because he can do so by the simple expedient of not buying the spice with the proper or sufficient ingredients in it and the proper proportions. Now here's the point. A good pickling spice will contain about sixteen varieties. But a second grade pickling spice will only contain maybe seven or eight or ten. You can see the difference. The housewife won't be able to tell the difference, but if you all go into the matter fully with each customer who is after pickling spice you can show her the difference and show her too that you are speaking the truth to the letter when you say that you have positively the best pickling spice to be obtained.

Higher in Price But—

"Naturally to sell this prime quality stuff you are going to have to charge a little more. It stands to sense that if the pickling spice we sell has sixteen ingredients and the other fellow's only ten and of the less expensive varieties, he is going to undersell you. But I figure that you will have no trouble in demonstrating to the housewife that your article is worth a few cents extra.

"I intend to get in touch with ——— Co., our manufacturers and get the very best pickling spice they can make up. We know their reputation and it is unimpeachable. We shall get the very best to be had. We'll run this week as a Quality Par Excellence Week. Let our competitors watch our smoke.

"Now to help you to convince your customers that what you are selling is the best obtainable and therefore worth

a few extra cents I am going to provide each of you with a little platter which will be there on the counter in front of you and your customers. On this will be a sample of all the ingredients used to make up what you are selling and calling the best pickling spice ever offered. On another platter, side by side with this, will be eight or ten spices only, such as go to make up a second grade pickling spice.

"Then it's up to you to use your persuasive eloquence. Point out to all the ladies that naturally they want to make their ketchups and pickles absolutely the best possible. Then, if they do—you say—they've got to have the best of all ingredients. Here they are. A few cents extra, they say. Quite true say you. But dollars better than the second grade stuff."

Better in Quality.

"There was no come-back" said Masters to me, "from that. Admittedly they were paying a little more. But

indisputably they were getting value second to none. The argument worked all the time. Cooper I remember, made the bunch laugh when he inflated his chest and told one woman that his pickling spice was Non plus ultra.

"'Ne plus ultra, you mutt' I heard one of the others whisper to him, sotto voce.

"'Well I got half of it right,' he came back.

"Right at the door, when the customers came in, we had a couple of these platters which I was telling you about, the one with our ingredients, the other with those contained in the second grade spice. And I had a good bold-lettered card announcing that our spice contained all necessary spices. I gave their names. Here they are:—

Black pepper, white pepper, Chilies, allspice (or pimento) Long East India peppers, Cassia, ginger, cloves, Paradise seeds, cassia buds, coriander

seeds, mustard seeds, celery seeds, carraway seeds, Bay leaves, cardamom seeds.

"The man I had on dressing the window is, I figure, the best at his game in this town. He had a full window to go at. And he had a dandy display. He started in to arrange the floor thus. He would put a vegetable, say an onion—just one—and then, at a short interval away another vegetable, say a cauliflower, and then another vegetable. And so on round the front and two sides of the base of the window. In the centre was a small platter of the spice. At the back vegetables were piled up, vegetables of all sorts, in a sort of bank. They were in long rows, each row containing a different vegetable, one of tomatoes another of beets, a third of onions, and so on. And in the middle, suspended from the roof, there was a card, the legend of which was, "Prime quality Spices for Those Vegetables You Are

Going to Pickle." The inference is obvious. We connected up the idea of vegetables and pickles, the connecting link being our Al spice."

Making Good.

"And we didn't forget the vinegar. We had displays of this on counter ends, and one in connection with platters of spice ingredients on a table in the middle of the store. And believe me, we sold considerable pickling spices and vinegar, more than ever before by a long shot. Every one of the sales staff got after such customers as came in for other things and sold them pickling spices and vinegar. Lots of women had seen our ads in the dailies in the town and the window display and came in for the stuff themselves. Figure out for yourself the percentage who would have thought of pickling spice if they'd been left to their own resources. And then see how we made good."

R.M.A. Executive Defies Mr. McGee

Executive Saskatchewan Branch R.M.A. Replies to Address by Mr. McGee at the Manitoba Convention—Interpretation of President's Remarks.

ON page 30 of July 28 issue of Canadian Grocer, there appeared a verbatim report of an address delivered by T. D'Arcy McGee Vice-President Canadian Credit Men's Association, before the Manitoba Convention of the Retail Merchants Association. The article which follows here is the reply from the Provincial Executive of the Saskatchewan Retail Merchants' Association. It has been forwarded to Canadian Grocer by F. E. Raymond, Secretary Saskatchewan Provincial Board. The letter is here appended:

Saskatoon, Sask.

July 19th, 1916.

The Editor:

Dear Sir:

We ask you for space in your valuable paper to publish the following statement:

In the first place we might say we don't see any sense in us being called upon to make a statement of any kind, because we have already stated our case clean cut and above board, but the Credit Men's Trust Association have taken exception to our President using the remark at the Regina Convention that "the action taken by the Credit Men's Trust Association before the Provincial Government was the Wickedest thing he ever knew." This seems to be the bone of contention.

We are not sure as to whether the term, "Wickedest thing he ever knew"

is where the shoe pinches, or because of the fact that they did propose such legislation, and because of the nature of the thing had it been permitted to become law, would have inaugurated in this Province something that the retailers most bitterly oppose and always will oppose, and have every support from the Grain Growers' Association, from the Provincial Government itself, and that is, there shall be no selfish combine or monopoly inaugurated in the Province of Saskatchewan.

The words used by our President at that Convention were not the words used by the Trust Company before the Government, as our Mr. Maybee was not repeating those words. He was there to interpret the intention and the meaning that the Trust Companies had in their mind when they were before the Legislature, and it is the real meaning that we are dealing with—we are not a bit interested as to how the thing was worded.

The actual facts of the case are just this: That two or three of the Trust Companies or Associations—which are practically owned by persons living in Winnipeg and elsewhere outside Saskatchewan, who have no interest whatever in the Retailer, have fattened on the proceeds of the assignment business at the expense of the unfortunate retailers of Western Canada—would naturally oppose any Trust Company being formed among the retailers themselves, because

they realize that such a company will undoubtedly be a wonderful success, and will interfere very materially with their Saskatchewan business.

Now we haven't any objection in the world to Trust Companies opposing a thing of that kind; it is perfectly fair for them to undertake to block or stop any opposition in the beginning, that is only good business on their part. We compliment them on their ambition. Had they been successful, it would have meant a good deal to them.

Realizing that this might not be a success the Credit Men's Trust Association endeavored to force legislation through the Provincial Government which would be substantially as follows: That in case of an assignment it would make no difference to whom the assignment was made at the first meeting of creditors held, for afterwards, by a certain majority vote the assignment could be changed to whatever assignee the same creditors might appoint. This is what the President terms is the "wickedest piece of legislation he ever knew," for this reason, (and it is the interpretation of the same that we want you to pay special attention to).

At least 75 per cent. of the wholesale jobbers of the Dominion of Canada belong to the Credit Men's Association. A wholesale jobber to-day that does not belong to the Credit Men's Association is not consulting his own interests, be-

(Continued on page 20.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXX.

TORONTO, AUGUST 18, 1916

No. 33

THE ADULTERATION ACT

ONCE more it seems necessary to suggest to the trade that every grocer study the Adulteration Act. During the past week there have been three druggists in Ontario fined for selling coffee, the packages of which did not measure up to the standards required by the Adulteration Act. In each case the concern punished was one in a big way of business. In reporting these fines the food inspector points out that the packages were not labeled properly. Possibly the drug trade is not so well aware as are grocers of pure food laws affecting foodstuffs. Briefly, if an article is not absolutely pure the word "mixture" or "compound" must appear on the label in conspicuous characters, so that purchasers may know that what they are buying is not sold them guaranteed pure. The law also states that the name and address of the manufacturer should appear on all packages. Retailers should watch these points sedulously. See whether what you are buying from the manufacturer is pure or a mixture, and sell it accordingly. See also that the name and address of the manufacturer appear. Protect yourself in this wise. The three druggists referred to are but three among many whose chief offence was, probably, no intention to delude but simply an unfortunate but blameworthy ignorance.

TWO SIDES TO IT

AN enterprising house organ is published by a Toronto manufacturing concern under the attractive name of "Gilt and Glimmer." Incidentally "System" commended this as one of the finest house organs which had ever come within its purview. But the shoemaker should stick to his awl, and the house organ which reflects thoughts and ideas on selling wallpapers to such reflections. In a recent issue, the

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto** — 143-153 University Ave.; Telephone Main 7324. **Winnipeg** — 22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York — R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago** — A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston** — C. L. Morton, Room 733, Old South Bldg.; Phone Main 1021. **Cleveland** — R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London — The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

following paragraph appeared, under the caption, "The Old Grocer Gives Advice":—

"The business of serving a customer can be overdone. Now a lady came in last evening about closing time and ordered some strawberries to be sent up this morning. Just as I was giving them to the delivery boy, a fresh crate of much larger and fresher berries came in and so I thought I would please her greatly by changing the small berries she had selected for the large fresh ones. What happens? Why, I got "Paddy-whack" on the phone for not minding my own business and being too anxious to please. She particularly wanted small berries for a special purpose, had looked in several stores for them and found just the kind she needed right here."

And again,

"I mind one young fellow we had here who was so anxious to show customers something else than what they asked for, even when we had the exact goods in stock, that he spent most of his time putting back the stuff that he had needlessly taken down from the shelves. He was so anxious to have the customers sample things and to get them to sit down when they wanted to stand up that he got on their nerves. The climax came and we closed our acquaintanceship when he insisted that a lady taste some floor-wax that she was buying. He did not intend to be impudent, it was just a natural habit with him to ask a customer to sample everything. Of course the lady was indignant, and all I could say did no good."

The number of times that any grocer gets "paddy whack" for attempting to please won't hurt him. It is true that in isolated cases a pernicketty customer will censure rather than approve the dealer who attempts to improve on her order himself. But for

every instance of this there are one thousand where the customer rightly feels that she would be better contented if the grocer would give her more of this kind of attention. The great majority of women, if they found delivered to them better strawberries than those they had chosen, would welcome them and commend the dealer who had the forethought to change them. Of course there are times when probably the thing is overdone, but a grocer or clerk who understands his business will almost always steer clear of difficulty.

As for the clerk who was so anxious to have the customer sample things that he made the unfortunate error of offering floor-wax to a lady to taste, better that than that he should keep his mouth shut, thus losing all chance of selling something additional to what the customer asks for. Better a chattering parrot than a mute oyster. The parrot does at least make some impression, by his method. Anxiety on the part of the clerk to become a real salesman i.e., to sell goods *not* asked for is something to be commended and not to be frowned on. The average grocer would rather hire an enterprising if voluble clerk than a mechanical and silent one. Our fellow scribe doesn't know grocer-nature if he reflects it thus.

STUDY MARKET COLUMNS

AGROCEr in West Toronto has acquainted us with the way in which he turned his reading of the market reports in this paper to good account. He says that just after war had broken out he contracted for flour at a price of \$4.82. He did so after consulting Canadian Grocer's opinion as to the future of flour prices. Before his contract had expired flour was up to \$6.50, a monumental advance on the level at which he had obtained his stock. This is the right way for the grocer to get the most out of this paper. From time to time reports come to the editor which show that grocers everywhere consider the market reports the most important single feature in the paper. Here is a concrete instance. It can be duplicated again and again. A careful study of the market columns of this paper will prove its own value in dollars and cents. Grocers will remember the trouble in pre-Christmas days last year in securing supplies of currants. The trade was warned forehandedly about this, and those who heeded the reports in CANADIAN GROCER were able to corral a lot of business in this important Christmas line, while other merchants unfortunately were practically bare of currants right to the last. There is one point in the example of the West Toronto grocer which should be looked at. He evidently secured a heavy quantity of flour. In most cases CANADIAN GROCER does not advise its readers to load up too heavily. Circumstances contributing to the necessity for this sometimes arise, and then it is different. In the main,

however, loading up too heavily is none too wise a policy.

ECONOMY IN LITTLE THINGS

ECONOMY is not always the most effective because it is practised in large ways, producing large individual savings. The little things count. The other day a housewife went into a store and ordered several groceries. Among them was a packet of cereals, sealed so that no mite of dust could get in. She was surprised to find, when the groceries arrived, that every article was wrapped in an individual piece of paper, and every article was individually tied. The idea of wrapping a sealed and dust-proof package and then tying it up with string rather tickled her. Was it necessary? The housewife said it was not only quite unnecessary but that much more trouble for her to unpack. She naturally saw the wisdom of wrapping and tying the butter. Bacon, cheese, and baking powder were also parcelled, and she thought rightly. But she could not understand the motive for re-packing a cereal box already packed, and then tying it up. There is room for discussion here. Doubtless some housewives are punctilious in their demand for having everything they buy wrapped and tied. To send them anything otherwise might be to "get in wrong." On the other hand there is the question of economy in small things. The housewife referred to above suggested that the grocer is so used to wrapping and tying that he wrapped and tied the box of cereals quite unconsciously. Probably he did. Yet here was a case where, surely, he wasted one piece of paper and one length of string, particularly as all the groceries, including the box of cereals, were packed well into a wooden box. Economy in paper and economy in string will pay. Small items as they are, they are worth while conserving. With paper higher in price than the average grocer remembers it is just as well not to waste it. Watch the little things. One can be careful without being what Mrs. Peggotty called "near."

NOTES

THE MODERN trilogy—good buying, good selling and good service.

* * *

CHEER—don't jeer. Those who have no faith in themselves must at least believe in others.

* * *

WHAT'S in a name? Success or failure—a name as a conscientious agent as a link between producer and consumer or a name as an opportunist who is out to receive without giving.

* * *

THE MAN who misuses his speech or energies is more to be condemned than the man who merely misuses his money.

Metric System in Detail

Measures of Capacity and Length and Weight in Metric Units —A Comparison With Our Own Present System of Weights and Measures.

RECENTLY Canadian Grocer has something to say along the line of the increased familiarity of British countries with the metric system, due largely to war's influence. The table which follows is more interesting now and interesting to a greater number of people than it was two years ago before the war. It speaks for itself. The

metric system is given in detail, and side by side comparisons with the system in vogue in Canada, which, in weights, measures and length is the same as England uses. In money of course, we have already a partial metric system, while Great Britain still sticks to its inconsistent and quaint "pounds-shillings-and-pence."

I.—METRIC WEIGHT.

Denominations.	Grammes.	Canadian Equivalents In pounds and decimals of pounds avoirdupois	In Troy grains.
Gramme	1	.0022046223	15.4323564
Decagramme	10	.022046222	.....
Hectogramme	100	.22046223	.....
Kilogramme	1000	2.2046223	.....
Myriagramme	10000	22.046223	.....
Quintal	100000	220.46223	.....
Millier (tonne metrique)	1000000	2204.6223	.....
Decigramme	1-10	.....	1.54323564
Centigramme	1-100	.....	.154323564
Milligramme	1-1000	.....	.0154323564
1 livre 1 pound = .45359243 kilo. 1 English ton (2,240 lbs.) = 1016.047043 kilogs.			
1 Canadian ton (2,000 lbs.) = 907.18486 kilos.			

II.—METRIC MEASURES OF CAPACITY.

Denominations.	Litre	Cubic Centimetres	Pints	Quarts	Gallons	Bushels
Litre	1	1,000	1.7598	.8799	.....	.....
Decalitre	10	10,000	17.598	8.799	2.1999	.....
Hectolitre	100	100,000	.....	87.99	21.9999	2.74969
Kilolitre	1000	1,000,000	.....	.....	219.9999	.....
Decalitre	1-10	100	.17598	.....	.....	.....
Centilitre	1-100	10	.017598	.....	.....	.....
1 quart = 1.3649 litre. 1 gallon = 4.5450631 litres. 1 bushel = 36.37 litres.						
1 metre cube = 35.3148 cubic feet. 1 cubic foot = .028317 1 cubic metre.						
1 metre cube = 1.307954 cubic yard. 1 cubic yard = 0.764553 1 cubic metre.						

III.—METRIC MEASURES OF LENGTH.

Denominations.	Metres	Inches	Canadian Equivalents Feet	Yards	Miles
Metre	1	39.370113	3.280843	1.0936143	.....
Decametre	10	.....	32.80843	10.936143	.....
Hectometre	100	.....	328.0843	109.36143	.....
Kilometre	1000	.....	3280.843	1093.6143	.62137
Decimetre	1-10	3.937011	.3280843	.10936143	.....
Centimetre	1-10	.3937011	.03280843	.010936143	.....
Millimetre	1-1000	.03937011	.003280843	.0010936143	.....
1 inch = 2.54 centimetres. 1 foot = .3048 1 metre. 1 yard = .914399 metre.					
1 mile = 1.6093426 kilometre. 1 mile or geographical knot = 2027 yards					
= 1.152 miles = 1.85 kilometre.					

R.M.A. EXECUTIVE DEFIES MR. MCGEE

(Continued from page 17.)

cause their credit reporting system is a very complete thing indeed, and we compliment them on it in every sense of the term. But you can see at a glance that had this legislation gone through they would have been empowered to transfer at the first meeting of the creditors all assignments to their own company, which would have been the most natural thing in the world.

Now we have no objection to this, we compliment them on their ambition, we think it mighty good business and very clever on their part. Of course had it gone through it would have meant the wiping out, and the annihilation of the Retail Merchants' Trust Company, but the Retail Merchants' Association of the Province of Saskatchewan have never started anything yet that has not

gone through, and that Trust Company was put on the books of the Province of Saskatchewan to accomplish a purpose and to fill a long felt want in the Province of Saskatchewan.

The Canadian Credit Men's Trust Association, of which our Honorary President is a member, was formed with the idea of strengthening a weak man's position, with the idea of assisting him over the hill and through the dark cloud, but what has been the actual result? The actual result is that they are out after assignment business as strong as any assignees in the Dominion of Canada, and they seem to have lost sight of their original mission, namely, to help the retailer.

The idea of the Retail Merchants' Trust Company is that the paramount issue of the thing will be to see if there is not some possible way of avoiding assignments on behalf of their members, but if there should be no possible way in

the world then the idea is to see how much can actually be realized out of that stock by sympathetic and economical management with a view of securing a clearance for the merchant in the hope that he may be able to get a fresh start.

We have every respect for Mr. Detchon and also for Mr. McGee, but we resent strongly the statement made by Mr. Detchon that past President of the Retail Merchants' Association of the Province of Saskatchewan is a fabricator. We also defy Mr. McGee to interpret the Credit Men's Trust Association's proceedings in Regina any other way than they are interpreted in this letter.

It is not what a man says—it is what he really means by what he says that we are interested in. We also resent the words of Mr. Diamond of Regina when he uses this term by saying that the men at the head of the Retail Merchants' Association of the Province of Saskatchewan are not gentlemen, meaning that if we were we would immediately accept the Canadian Credit Men's Association's version of the thing.

Now this is a strong letter. It is generally along the lines on which we do business. It must be distinctly understood that personally we have the greatest respect for Mr. McGee, for Mr. Detchon, for the Credit Men's Association in general. We can't understand for the life of us why it is that the Credit Men's Association, representing the wholesale trade of Western Canada should attempt to knock the Retail Merchants' Association of the Province of Saskatchewan in the manner in which it does. The Retail Merchants of Saskatchewan are the clients of the people the Credit Men's Association represent.

Surely they can take a lesson from us in this respect. The attempted opposition of the farmer going into the mercantile trade with the idea of putting the retailer out of business in the Province of Saskatchewan—what was our attitude? Believing as we do to-day that farming is the basic industry of the country, that we could not exist for a moment without the farmers, that there would be no Province of Saskatchewan without the farmers, we believe he is the only man to be considered in every sense of the term. What was the Retail Merchants' attitude towards that? To see that they receive every consideration of every kind, and never did the Retail Merchants' Association of the Province of Saskatchewan raise their hand in the slightest degree to interfere with the development of the farmers in any shape or form, with this ultimate result: that the farmers to-day are

(Continued on page 21.)



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

The price of bread to the consumers in Montreal is to be advanced. This was practically decided upon at a meeting held recently by a number of the leading bakers. The reason for the increased price is based on the jump in the price of flour. Within the past 10 days flour has advanced \$1.40 per barrel, and the outlook indicates further increases in flour prices, hence the bakers feel that the price of bread must be raised.

Alex. Ames, of the firm of Alex. Ames & Sons, packers, passed away Saturday evening at his home on the Lennoxville road, Sherbrooke, P.Q., after a lengthy illness. He was known throughout a wide district. He took an active interest in public affairs, and was for many years a member of Lennoxville council and school board. For over 20 years he was a director of the Eastern Townships Agricultural Association, and also held the office of president. He leaves a widow three sons and three daughters. One of his sons, Frank, is with the 5th C.M.R. in France.

Ontario

Harry Ranahan, grocer, London, Ont., has discarded his horses for automobile delivery.

An automobile procession of one hundred and thirty business men from Brantford made a tour through Waterford and Simcoe to Port Dover in order if possible, to pick up some trade to relieve the slump caused by the removal of their battalions to camp.

Burglars forced an entrance into Williams' grocery store at Long Branch, getting away with over \$50 worth of goods. They secured an entrance by cutting out a large pane of glass. Mr Williams and his family live in the rear of the store, but were not awakened by the burglars.

The experience of the Retail Grocers' Association, Ottawa Branch, in handling a Pure Food Show in that city last year was enough to determine the association to repeat the experiment. During the week of September 9-16, the week of the Exhibition at Ottawa, the Pure Food Show will take up Howick Hall, in the grounds. A committee appointed to attend to details has the business well under way. Frank Burgess is secretary-treasurer of the committee; such well known names as Messrs. Bowman, Moreland and Johnson are co-operating with him to make this year's

show the best yet. Eighty-eight booths have already been sold, and the exhibitors showed a willingness to take up their stands again which was the result of last year's entirely successful show. Very regrettably one who took a prominent part in last year's show, W. T. Collins, is in the hospital, laid up with appendicitis.

Western Canada

Supina & Son have opened a new store under the name of "North Trading Company" at 230 13th Street N., Lethbridge, Alta. The business will handle dry goods, men's wear and groceries.

A. Bonamico has purchased the Lethbridge Macaroni Company from C. Marinaro as a going concern. The amount of money involved is not known but is understood to run well into the five figures. The Lethbridge Macaroni Co. was established here in 1914.

Andrew Kelly, president of the Western Canada Flour Mills, Ltd., has left on an extended trip through the West where he is personally inspecting wheat fields in districts reported affected with rust. Several wires from Mr. Kelly were posted at the Winnipeg Grain Exchange last week, giving his personal opinion of crop conditions.

The Vancouver retail and wholesale grocers held their annual picnic at Bowen Island under ideal weather conditions. Between 800 and 900 people enjoyed the day's outing to the fullest extent, many of them taking the early morning boat, two other boats leaving Vancouver in the afternoon for the benefit of those who could not get away earlier. This opportunity was taken by employees of city firms who now have the advantage of a Saturday half holiday.

The New Westminster, B.C. City Council have passed the Shops Regulation By-law, after amending it to make the regular closing hour for stores in general 6.15 p.m. Another very important clause was added at the last moment. It provides that no store remaining open on Saturday afternoons or in the evenings when stores in general are compelled to be closed may during that time sell goods of the kind carried by those stores which are forced to close. That is to say, a drug store is prohibited from selling in the evening or on Saturday afternoon, photographic supplies. A fruit store is similarly prohibited from selling groceries for instance.

R.M.A. EXECUTIVE DEFIES MR. McGEE

(Continued from page 20.)

practically united with the Retail Merchants' Association, they are friends, our mutual interests are very much the same, we are working in perfect harmony, we are helping one another.

Isn't the Wholesale Jobber's Association very much in the same position to the retailer as the retailer is to the farmers? Then why in the name of common sense do they not stand behind this Association of ours and help it in every way possible and try and blend in this Province between the farmer, the retailer, and the wholesaler, the most friendly kind of feeling, that a united effort might be put forth to develop the Province as it should be developed?

What is the real reason? The real reason is just that Winnipeg is not in the Province of Saskatchewan, and we are mighty good and glad that it is not. We hope that we will never have in our beautiful cities of Saskatchewan that selfishness that has always predominated in the City of Winnipeg, and while we are glad to have any assistance and any help that realize to-day that we have a far superior Province in Saskatchewan than they have in Manitoba—from wheat statistics, from stock statistics; from every statistic of every kind there is no comparison in the world.

Then why is it necessary in any sense of the term that our head offices for anything that we own should be centred in Winnipeg? Surely with such centres as Regina, Saskatoon, Moose Jaw, Weyburn, or Prince Albert, we have all that is necessary to form head offices for the requirements of our own Province, and the time is not soon coming, it is right here to-day in these times of loyalty and united effort that the farmers and the retailers and the consumers of the Province of Saskatchewan should say, "First things first," and see that no other Province gets out of this Province only that which she is not able to take care of herself.

Yours very truly,

The Executive Board of

The Saskatchewan Branch,
The Retail Merchants' Association of
Canada, Inc.

Canned Goods Advance 25 Per Cent

New Prices on Peas, Raspberries and Cherries Named by Cannery—Higher Prices on Almost All Nuts—Apricots at Prohibitive Prices—Sugar Market Uncertain, With No Price Changes During Week.

Office of Publication, August 16, 1916.

THE event of paramount importance to grocers this week was the nation-wide advance in the price of flour. Sixty cents is an important upward move. Chiefly it has been the result of the bad crop reports which have exercised a bullish influence upon wheat values, with a corresponding strengthening of flour. At moment of writing wheat has settled somewhat, and flour values are full high. This is particularly true when the amount of business passing is taken into consideration. This is barely moderate, both export and domestic account not taking much. Millers hesitate to say anything as to the immediate flour levels, though one or two are rather expecting to see a substantial drop.

Gaspe salmon is to be scarce this year. Supplies are small and price is consequently stiffish. Fraser River salmon is also higher in price. Small catches, due, in their turn, to a scarcity of labor, seem to be the main reason.

Black peppers, which have done little else but soar for the last two years have dropped this week, and a much easier feeling is abroad in regard to them. Trade seems well stocked, and no heavy buying movement is noticeable. Sicily filberts are up, as buying commences to assume fair proportions. There is to be a large bean crop in Quebec, for which the Saints be praised! Grocers have had ample evidence of the stringency in beans for many months past. It is felt sharply at present. The better crop that is coming will be welcome, although it will probably be late in arriving and the period between the last clean-up of present stocks and the new crop will be one of exceptional tightness.

Sugar values were down in New York this week. Canadian refiners did not follow suit, there being no need so to do. When New York advanced recently Canadians did not advance. Now New York is down the refiners here may be said to be in the position of anticipating the decline. Business in sugar is fair to middling.

Quebec Markets

MONTREAL, Aug. 17.—Trade during the past week has reflected somewhat the holiday season. Orders have been fair, but there has not been a great amount of activity in any line. A further advance in the price of flour, amounting to 60c, and sympathetic advances in the price of feeds, and another increase in butter, were the main features of the week. A reduction of 3c a lb. in black pepper, a one-cent reduction in pearl tapioca and two-cent marking up of the price of filberts were among the changes.

It was announced this week that a majority of the Canadian packers have increased the cost of Canadian pickles and jams about 5 per cent. in order to cover the additional cost of packing ma-

terials. The quotation on Gruyere cheese was advanced 2c, the price going from 56c to 58c a lb. Previous to the outbreak of war this product was selling at 26c a lb.

A 5 per cent. advance in the price of all grades of matches was listed this week by one of the leading manufacturers. This advance, it is stated, is due to scarcity and the increased cost of chemicals which enter into the manufacture of matches.

SUGAR.—Although there was a decline of 25c in all grades of refined sugar on the New York market on Monday last, there has been no change in local quotations. The decline of the week previous by New York refiners was followed by Canadian refiners at that time, but New York only a day or two afterwards advanced their price again, so that this latest reduction in New York leaves the Canadian market in the position of having anticipated the decline.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Hogs at record price.
Butter advances again.
Poultry cheaper.

FLOUR AND FEED—

Flour up another 60c.
Feeds all advanced.
Corn flour higher.

FRUITS AND VEGETABLES—

Apples plentiful.
Montreal melons higher.
Vegetables cheaper.

FISH AND OYSTERS—

Gaspe salmon advanced.
Lobsters higher.
General scarcity.

GENERAL MARKETS—

Black pepper cheaper.
Pearl tapioca down.
Matches advanced 5%.
Filberts up 2c.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Another advance in flour.
Wheat market uncertain.
Mill feeds up.

FRUITS AND VEGETABLES—

First freestone peaches in.
Ontario cabbage by barrel.
Lemons still firm.
Potatoes higher.

FISH AND OYSTERS—

Supplies less than demand.
Prices firm.

PRODUCE AND PROVISIONS—

Dry salt meats in demand.
Butter firm.
Eggs better quality.

GENERAL GROCERIES—

Canned peas up.
Cherries and raspberries up.
Sugar uncertain.
Best teas firm.
Nuts will be higher.
Apricots prohibitive.

MANITOBA MARKETS.

FLOUR AND CEREALS—

Flour jumps another 60c.
First patents now \$8.00.
Flour highest since the war.
Rolled oats up in sympathy.
Package oats now \$4.00 case.
Advance in bran and shorts.

PRODUCE AND PROVISIONS—

Hog market makes record.
Live hogs bring \$12.00 cwt.
Advance in cured meats.
Lard prices unchanged.
Creamery butter market firm.
Eggs have strong undertone.

FISH AND POULTRY—

Salmon scarce brings 16c.
Trout scarce but unchanged.
Pickled here in two weeks.
A few gold eyes offered.
Powl 21c, broilers \$1.50 a pair.

FRUIT AND VEGETABLES

Good demand for peaches.
Peaches high, \$1.25, \$1.50 crate.
Crab apples expected, \$1.75.
Italian prunes here shortly.
Spanish onions, \$2.50 crate.

GENERAL GROCERIES—

Total sugar decline, 40c.
Scarcity of bulk dates felt.
Beans still very high.
New Salmon to be higher.
Big demand for seedless raisins.
Currants holding firm.
Canned pears getting low.

inasmuch as the Canadian refiners held to the reduced quotations. The market is steady, and refiners apparently anticipate a stationary or stronger situation for the immediate future. Reports from Cuba say five mills are grinding, and the output last week was about 8,000 tons, which is about half what it was at the same time a year ago.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	7 80
20 lb. bags	.....	7 90
2 and 5-lb. bags	.....	8 10
Extra Ground Sugars—		
Barrels	.....	8 15
50 lb. boxes	.....	8 35
25 lb. boxes	.....	8 55
Yellow Sugars—		
No. 1, 100 lb. bags	.....	7 40
Dark yellow, 100 lb. bags	.....	7 20
Bright yellow, bbls. only, cwt.	.....	7 65
Powdered Sugars—		
Barrels	.....	7 95
50 lb. boxes	.....	8 15
25 lb. boxes	.....	8 35
Paris Lump—		
100 lb. boxes	.....	8 40
50 lb. boxes	.....	8 50
25 lb. boxes	.....	8 70
Crystal Diamonds—		
Barrels	.....	8 40
100 lb. boxes	.....	8 50
50 lb. boxes	.....	8 60
25 lb. boxes	.....	8 80
Cartons	.....	9 25
Half cartons	.....	9 95
Crystal Dominoes, cartons	.....	9 45

MOLASSES AND SYRUPS.—The market for molasses is unchanged so far as price is concerned, but there is still a great shortage in stocks, and dealers report that they are by no means sure that they will be able to obtain enough to fill ordinary requirements. The position of corn syrups is very firm on account of the steadily advancing market for corn and an increase in price would not be surprising.

Barbadoes Molasses—	Prices for	
	Fancy.	Choice.
Punchoons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¼c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case.	2 65
Cases, 5 lb. tins, 1 doz. in case.	3 00
Cases, 10 lb. tins, ½ doz. in case.	2 97
Cases, 20 lb. tins, ¼ doz. in case.	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case.	4 80

DRIED FRUITS.—There is considerable uncertainty over the market for dried fruits. Advices from the coast state that dealers have only ordered a limited quantity of prunes at the base price of 5c fixed by the growers. There appears to be a disposition to await further developments, and meantime jobbers are holding off placing orders. Reports on evaporated apricots, peaches, etc., are that the crop will be about the average, but few orders have been placed as yet. The demand locally for dried fruits is limited at present, as the market is well supplied with fresh fruits at reasonable prices.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09½
Apples, choice winter, 50-lb. boxes	.....	0 09
Apricots	.....	0 14
Nectarines, choice	.....	0 15
Peaches, choice	.....	0 11½
Pears, choice	.....	0 13½

Candied Peels—		
Citron	.....	0 24
Lemon	.....	0 20
Orange	.....	0 19

Currants—		
Filiatras, fine, loose, new	.....	0 14
Filiatras, packages, new	.....	0 15
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	.....	0 10
Farks, choicest	.....	0 12½
Hallowee, loose, new	.....	0 09½
Hallowee, 1-lb. pkgs.	.....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09½
Cal. bricks, 16 oz.	.....	0 19
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 11
40 to 50, in 25-lb. boxes, faced	.....	0 10½
50 to 60, in 25-lb. boxes, faced	.....	0 10
60 to 70, in 25-lb. boxes, faced	.....	0 09½
70 to 80, in 25-lb. boxes, faced	.....	0 09
80 to 90, in 25-lb. boxes, faced	.....	0 09
90 to 100, in 25-lb. boxes, faced	.....	0 06
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscatsels, loose, 3-crown, lb.	.....	0 09
Muscatsels, 4-crown, lb.	.....	0 09½
Cal. seedless, 16 oz.	.....	0 12½
Fancy seeded, 16 oz. pkgs.	.....	0 10½
Choice seeded, 16 oz. pkgs.	.....	0 10½
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—Beans are practically unobtainable at present and in consequence dealers who have any stocks are able to get almost any price they ask. No relief is likely until the new crop arrives, and thus far no reliable estimates of the extent of the crop are available. It is anticipated that the Province of Quebec will produce a larger bean crop than usual this year, and that it may be able to supply almost enough for its own requirements. In late years the production in this province fell off considerably, on account of low prices, but with the improvement of the market, farmers this season planted a much larger area than for many years past.

Beans—		
Canadian, 3-lb. pickers, per bushel	.....	6 00
Canadian, hand-picked	.....	5 90
Canadian, 5-lb. pickers	.....	5 60
Yellow eyes, per bushel	.....	5 70
Lima, per lb.	.....	0 08
Peas, white soup, per bushel	.....	3 25
Peas, split, bag 98 lbs.	.....	5 00
Barley, pot, per bag	.....	3 25
Barley, pearl, lb.	.....	0 04½

SPICES.—The price of black pepper was reduced 3c a lb., and it is now quoted at 25c instead of 28c. For quarter-pound tins the price is 35c. The quotation for ¼-lb. packages in dozen lots is unchanged, the reduction not being sufficient to affect them. Other lines in this department are unchanged, with the market still showing a tendency to weakness.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	.....—0 16	.....—0 09	.....—0 23
Cassia	.....—0 27	.....—0 85	.....—0 35
Cayenne pepper	.....—0 28	.....—	.....—0 35
Cloves	0 30—0 32	.....—0 90	.....—0 39
Cream tartar—55 to 67c.	.....	.....	.....
Cinnamon, per lb., 35c.	.....	.....	.....
Ginger, Cochín	.....—0 25	.....—	.....—0 31
Ginger, Jamaica	.....—0 28	.....—1 15	.....—0 29
Mace	.....—0 80	.....—	.....—1 00
Nutmegs	0 45—0 45	.....—0 45	.....—0 40
Peppers, black	.....—0 25	0 85—0 90	.....—0 37
Peppers, white	.....—0 35	1 15—1 20	.....—0 37
Pastry spice	.....—0 22	0 95—1 20	.....—0 29
Pickling spice	0 18—0 22——
Turmeric	0 21—0 23——

Lower prices for pails, boxes or ballers when delivery can be secured.

Caraway—		
Canadian	.....	0 13
Dutch	.....	0 20
Cinnamon, China, lb.	.....	0 14½
Mustard seed, bulk	.....	0 19

Celery seed, bulk	.....	0 36	0 46
Shredded coconut, in pails	.....	0 21	0 23
Pimento, whole	.....	.....	12-15

NUTS.—An advance of 2c in the price of Sicily filberts was the only change in this market. Quotations are now 18c to 19c per lb. The position of the market is firm, with stocks only fair and the demand about as usual for the time of year.

Almonds, Tara, new	.....	0 17	0 18
Grenobles	.....	0 17	0 18
Marbots	.....	0 13½	0 14
Shelled walnuts, new, per lb.	.....	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	.....	0 40	0 42
Sicily vlbets	.....	0 18	0 19
Filberts, shelled	.....	.....	0 35
Pecans, large	.....	0 19	0 20
Brazils, new	.....	0 15	0 16
Peanuts, American, roasted	.....	0 09	0 12½

COFFEE.—The market continues steady, with prices unchanged. There has been no actual development in the market for several weeks past. Supplies thus far have been ample to meet all requirements, and there seems no disposition on the part of dealers to anticipate any but satisfactory conditions.

Coffee, Roasted—		
Bogotas, lb.	.....	0 27
Jamaica, lb.	.....	0 22
Java, lb.	.....	0 33
Maracaibo, lb.	.....	0 22
Mexican, lb.	.....	0 27
Mocha, lb.	.....	0 33
Rio, lb.	.....	0 18½
Santos, lb.	.....	0 21
Chicory, lb.	.....	0 12

TEA.—The situation in tea is very quiet; in fact, so quiet, that one large dealer to whom an inquiry was directed facetiously replied: "The tea market is dead. You'd better apply at the morgue." A fair amount of business is being done, but the price situation is unchanged and a general lassitude pervades among tea jobbers.

RICE AND TAPIOCA.—Rice is unchanged at the quotations which have prevailed for some weeks, and the predictions that an advance was about due have not yet been fulfilled. It is generally the opinion that present prices are too low, but the market thus far shows no sign of activity. A reduction of 1c per lb. for pearl tapioca was listed this week, the quotation now being 9c to 10c. There is no change in seed tapioca or sago.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	4 30
"C.C."	.....	4 10
India bright	.....	4 45
Lustre	.....	4 50
Fancy Rices—		
Mandarin, Patna	.....	4 50
Pearl	.....	5 00
Imperial Glace	.....	5 70
Sparkle	.....	5 00
Crystal	.....	5 20
Snow	.....	5 30
Ice drips	.....	5 30

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—		Per lb.
Bags, 224 lbs.	.....	0 06
Half bags, 112 lbs.	.....	0 06½
Quarter bags	.....	0 06¼
Velvet head Carolina	.....	0 08
Sago, brown	.....	0 06½

CANNED GOODS.—The highest grades of Fraser River salmon were marked up 5c a dozen this week, but otherwise no

price changes were recorded in canned goods since last report. There has been a fair demand, in view of the mid-summer season, when so many fresh fruits and vegetables are obtainable. Some retailers report that sales of certain classes of fruit have been larger than usual this year, due, it is said, to the high price of sugar, which has made some thoughtful housewives figure that the cost of "putting-down," with its accompanying troubles, was not an economy, but the opposite. A number of wide-awake dealers have been pointing out to their customers how cheap some lines of canned fruits really are under present conditions.

Ontario Markets

Toronto, Aug. 17.—The past week has been one of uncertainty in the flour and wheat markets. With the rapidly changing prices in wheat, millers hardly knew where they were at in the fixing of their prices of flour. There was a slump in the price of wheat during Monday, but a firmness again on Tuesday. Until there is a further slump and some indication that prices are likely to remain lower the price of flour will remain at the present figures. From indications on the wheat market on Tuesday there was some indication that prices of wheat might even go beyond the present high levels.

There has been a big demand for dry salt meats and for all cooked meats during the past week. Lumber camps are stocking up for their winter's supply. The butter market has been firm, with half a cent advance in prices. Cheese prices are also firm. The quality of eggs is improving slightly owing to the fact that the hens are able to get on the stubble and pick grain.

In the fruit market the supply has been rather poor. Peaches and plums are beginning to come in fair quantities. In the vegetable market new American potatoes have advanced slightly. Ontario potatoes are not yet reaching the market in any quantities. Vegetable supplies are very light.

SUGAR.—Demand for sugar during the past week has been poor, owing to the uncertain market. On Monday refined sugar declined from 7.65c per pound to 7c, then recovered to 7½c. But since the recovery, Arbuckle, Howell and the American have gone back to the 7c basis, while the other large American sugar concerns at the time writing are holding firm at 7½c. This 7c basis is a half cent below Canadian refined on an equivalent net basis when all deductions are made. There was a sale of raws to a speculator on Tuesday at 4¾c, which is the lowest point touched. It

caused a total decline of 1c on recent highest point of 5¾c. The influence appears to be purely speculative, as one prominent sugar man put it. "Statistically the position is getting stronger each day," said a well-informed sugar man. "Production is small and the weekly meltings are pulling down stocks. It is felt, therefore, that as soon as speculative influences have run their course we may see a rapid recovery."

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 85
25 lb. bags	7 96
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 85
New Brunswick refined, 100-lb. bags	7 86
Extra Ground Sugars	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lump—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—There is very little molasses moving at the present time. Demand is expected to be better with the fall season. Prices hold firm and at high levels. Corn syrups remain firm at recent advances.

Barrels, about 750 lbs.	0 04½
Half barrels, about 350 lbs.	0 04½
Quarter barrels, about 175 lbs.	0 04½
Cases, 2 dozen 2-lb. tins	3 00
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43 0 45

TEAS.—Advices from London are to the effect that the common grades of teas are easier in price, while the first grades are firmer and higher in price. There has been a good demand for teas. A shortage in the Indian crop is reported. The quality of all teas is poor on the whole, but an improvement is expected within a week or two. Good useful common teas for importation, that can be landed here in two to three months are selling at 2c to 3c per pound less than the values during May. Japan teas are showing better values this year to the extent of about 2c per pound. Representative good average grades are quoted in the following. These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements:—

Pekoe Souchongs	Per lb.
Pekoes	0 24
Orange Pekoes	0 25
Broken Pekoes	0 28
Broken Orange Pekoes	0 30
.....	0 32

COFFEE.—Prices in the primary market in New York advanced 2 to 5 points on Monday of this week. These prices will not affect local quotations until about two months hence when

goods arrive. The market is firm, with a fair demand. Prices remain unchanged.

Coffee, Roasted—	
Bogotas, lb.	0 27 0 31
Jamaica, lb.	0 25
Java, lb.	0 33 0 38
Maracibo, lb.	0 25 0 27
Mexican, lb.	0 27 0 28
Mocha, lb.	0 33 0 36
Rio, lb.	0 19 0 20
Santos, Bourbon, lb.	0 24
Santos, lb.	0 21 0 23
Chicory, lb.	0 14 0 15

SPICES.—Conditions in the spice market are very unsettled, due to prevailing war conditions. High prices prevail in most lines, due to the shortage in tonnage. Peppers, for instance, in some lines are 75 per cent. higher than they were preceding the war. Cream of tartar is easier in the primary market in France, but this will not affect local prices until about October 1, when the goods arrive. The demand for pickling spices is up to other years.

	Pure, lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 50
Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	0 90
Nutmegs	0 40
Pastry	0 30
Pickling spice	0 22
Pepper, black	0 28
Pepper, white	0 37
Nutmegs, selects, whole	0 40
Mustard seed, whole	0 28
Celery seed, whole	0 45
Coriander, whole	0 13
Caraway seed, whole	0 28
Spice, pickling, whole	0 20

BEANS AND PEAS.—Difficulty is experienced in getting any kind of a first grade of beans. Demand has been so great that very poor samples are being brought into market in prime beans. Split peas have advanced, and are now selling to the retail trade at \$5.55 per bushel.

Beans, Japanese, hand-picked, bushel.....	5 60 6 00
Prime	5 00 5 10
Peas, blue, bushel	3 50 3 60
Split	5 55

DRIED FRUITS.—Apricots are not interesting Canadian buyers. Present quotations would have to retail around 25c per pound, and this is considered too high for the Canadian trade. There is a shortage in the crop. New crop currants uncleaned are quoted at about the basis for the present values for old, which is about 14½c to 15c landed for September shipment from Greece. Prunes to-day are 3c to 4c higher than at this time last year. There is a good crop. The bulk of the Canadian crop is yet to be purchased. Reports from Oregon state the North-west prune crop is good. The reports on Valencia raisins continue favorable. No prices have been named as yet.

Apples, evaporated, per lb.	0 08½ 0 09
Apricots—	
Std., 25's, faced	0 15 0 15½
Choice, 25's, faced	0 18 0 19
Extra choice, 25's, faced	0 19 0 20
Fancy, 25's, faced	0 20 0 21
Candied Peels—	
Lemon	0 20 0 22
Orange	0 18 0 20
Citron	0 25 0 27
Currants—	
Filiatras, per lb.	0 16 0 16
Patras, per lb.	0 16 0 17
Vostizas, choice	0 16 0 17½
Cleaned, ¼ cent more.	

Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09½
Pa.ckage dates	0 10	0 10½
Hallowees	0 06½	0 09
Prunes—		
30-40s, California, 25-lb. boxes.....	0 14	
40-60s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 09	
Std.s., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09½
Extra choice, 25 lbs., faced	0 09½	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10	0 1½
Seeded, choice, 1 lb. packets	0 09½	0 10
Seedless, 12 oz. packets	6 13	
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

NUTS.—Tarragonas are costing 4c per pound higher in the primary market. Filberts are quoted 3c higher, with markets strong and tending higher. For walnuts there have been no prices named as yet in France. A forecast indicates very high figures for new crop, the expectations being about 25 per cent. higher than last year. This is partly due to shortage of crop and partly to shortage of labor, which will seriously affect the price of shelled walnuts.

CANNED GOODS.—New prices have been named by the canners on peas. The high prices have come somewhat as a shock to jobbers. The new pack is quoted at prices to the jobber higher than the present retail prices. Standard peas will be sold to the trade around \$1.25 per dozen, while early June peas will be quoted around \$1.45. The further announcement is made by the canners that the percentage of delivery on orders booked prior to June 1 will be not more than 90 per cent. On the finer grades the deliveries will be much smaller, not exceeding 50 per cent. Prices on red raspberries are also exceptionally high. B grades will be quoted around \$2.55 to \$2.60 per dozen. Up to two months ago this grade was selling at \$1.45 per dozen. There will be only 50 per cent. delivery on these orders. Red cherries will be quoted around \$2.25 to \$2.30 per dozen. There will be only 90 per cent. delivery on these orders.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases 4 doz. per doz.....	2 75	
½ flats, cases 8 doz., per doz.....	1 75	2 00
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	0 97½	
Pinks, 1-lb. talls	1 20	
Coboes, 1-lb. talls	1 90	
Red Springs, 1-lb. talls	2 00	
Humpback, ½-lb. tins	0 50	
Canned Vegetables—		
Tomatoes, 3's	1 40	
Peas, standards	1 20	1 25
Early June peas	1 45	
Corn, fancy, doz.	1 15	
Corn, 2's, doz.	1 00	
Red raspberries, 2s	2 55	2 60
Red cherries, 2s	2 25	2 30

within the past two weeks, bringing the price of first patents up to \$8.00—the highest point reached since the war began. This was made necessary on account of the rise in the flour market, which was phenomenal. The real cause for all this is the alarming reports circulated regarding rust. There seems to be good ground for statements made to the effect that rust exists, but some millers insist that the high wheat market is not warranted. When the facts become known, and if they are not as bad as painted, there is liable to be a big slump in both the wheat and flour markets. In the meantime the trade are afraid of the high flour prices, and are now buying as they usually do on a rising market. The price of rolled oats and feeds have also advanced this week.

One of the topics of interest among the trade to-day is the scarcity of bulk dates. A prominent broker here states that the trade will have to purchase 1's. There appears to be an abundance of package dates, but no bulk goods, and for this reason prices are going to be high. Firms who have last year's bulk stuff are putting them up in packages, selling them under their own brand name. New dates are not expected here until December.

SUGAR.—Canadian refiners all dropped their prices another 20c last week-end, making a total decline inside of a week of 40c per bag. In spite of this, refiners insist that there are possibilities in the sugar market for higher prices. They point out that the Cuba crop is 54,000 tons less than expected, and this added to the 36,000 tons destroyed in the Jersey City explosion reduces the supply by 120,000 tons. The July production in Cuba was 27,000 tons less than July last year. The small quantities sold to American proves that United States refiners have not bought their requirements ahead. Stocks held by all refiners in the States are only 173,000 tons against 301,000 up to the same date last year. Notwithstanding the sensational declines in option prices of last week owners of sugar in Cuba held fairly firm. As might be expected the decline has not been conducive to heavy buying in Western Canada, although there is a certain amount of movement. In the trade, some think that the market will go down further, but nobody seems inclined to make any predictions on the sugar market.

SYRUPS.—Things are very quiet here. The advance in corn syrup had very little effect on the demand which was natural, as this is the quiet end of the season. The molasses market is firmer if anything.

Sugar, Eastern—	Per cwt.
Standard granulated	8 40
Extra ground or icing, boxes	9 25
Extra ground or icing, bbls.	8 95
Powdered, boxes	9 05

Powdered, bbls.	8 15
Hard lump (109-lb. case)	9 35
Montreal yellow, bags	8 00
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 35
Halves, 90 lbs., per cwt.	8 45
Bales, 20 lbs., per cwt.	8 45
Powdered, 50s	9 00
Powdered, 5s	9 25
Icing, barrels	9 00
Icing, 50s	9 20
Cut loaf, barrels	9 30
Cut loaf, 50s	9 50
Cut loaf, 25s	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 40
Bar sugar, bbls.	8 85
Bar sugar, boxes, 50s	8 95
Icing sugar, bbls.	8 95
Icing sugar, boxes, 50s	9 25
H. P. lumps, 100-lb. cases	9 35
H. P. lumps, 25-lb. boxes	9 55
Yellow, in bags	8 00

DRIED FRUITS.—On account of reports from Ontario indicating that the apple crop in many cases is short, there are liable to be high prices on evaporated apples. Peaches—no sign of a break in the market. Currants—still firm. Stuff arriving is no better in quality, but there will be no easing off until new crop arrives in November, i.e., September shipment from Greece. Supplies even then will not be plentiful as the crop in Greece has been short, and prices are bound to be high. Raisins—seedless are not going to be any too plentiful. The Raisin Association is reported to be turning down orders, as they are sold to capacity. Prunes—very little change. Apricots are high on account of short crop.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07½	
Evaporated apples, choice, 25's	0 08	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25's	0 12½	
Apricots, choice, 25's	0 14½	
Apricots, choice, 10's	0 15½	
Peaches—		
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 08½	
Currants—		
Filiatras, dry cleaned	0 13½	0 15½
Vostizas, dry cleaned		
1 lb. package Amalias	0 16½	
2 lb. package	6 29	0 33
Dates—		
Hallowee, loose, per lb.	0 09	
Hallowee, 12-oz. pkgs.	0 08½	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10½
16 oz. choice, seeded		0 10½
12 oz. fancy, seeded	0 06	0 08½
12 oz. choice, seeded		0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	6 08½	
3 crown, loose, 50's	0 08½	
Raisins, Cal. Valencias—		
25-lb. boxes	0 09	
50-lb. boxes	0 09½	
Prunes—		
90 to 100, 25s	0 07½	
80 to 90, 25s	0 07½	
70 to 80, 25s	0 08½	
60 to 70, 25s	0 09	
50 to 60, 25s	0 09½	
40 to 50, 25s	0 10½	
Peels—		
Orange, lb.	0 17½	0 18½
Lemon, lb.		0 18
Citron, lb.		0 21½

DRIED FRUITS.—The market is still very high and there seems to be little to bring it down until the new crop arrives in November. The Ontario crop is three weeks to a month behind, and the same applies more or less to Michigans. Peas are holding about the same.

Beans—		
Japanese white beans, bushel	5 10	
California Lima Beans—		
80-lb. sacks	0 07½	
Barley—		
Pot, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 30	
Peas—		
Split peas, stk., 98 lbs.	6 50	
Whole peas, bushel	3 30	

RICE.—The trade are pretty well booked up, and the market is quiet.

Manitoba Markets

Winnipeg, August 17.—The feature of the market is, of course, the remarkable advance which has taken place in flour

Tapioca and sago have been tending down for some time, but the feeling there is that the lowest level has been reached.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags.....	0 05%	
No. 2 Japan, per lb., 100-lb. bags.....	0 04%	
Siam, per lb., 100-lb. bags.....	0 01%	
Patna, per lb., 100-lb. bag.....	0 07%	
Carolina, per lb., 100-lb. sacks.....	0 08%	
Sago, pearl, sacks, per lb.....	0 08	0 09
Tapioca, pearl.....	0 08%	0 09

COFFEE.—For some time the market has been declining slightly, but the decline never exceeded more than about $\frac{3}{4}$ c. It is felt here that the bottom has been reached, and an advance is looked for on Santos and Rios.

Coffee—		
Green, choice, No. 7 Rio.....	0 14%	
Green, choice, No. 5 Rio.....	0 15%	
Green, Santos.....	0 18%	
Roasted Rio, in bulk, bbls.....	0 18	0 26
Roasted Santos.....	0 23	0 25
Maracaibo, green.....	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins.....	0 10%	

CANNED GOODS.—At the time of writing prices on new pack salmon have not reached Winnipeg, but indications point to the fact that they will be much higher than last year. In fact brokers state they will undoubtedly be higher. Spot stocks of canned salmon in Winnipeg are very light. New opening prices on strawberries were named some time ago and are considerably higher than last year. They are costing the jobber 65c per case more this year. While spot stocks of canned goods in Winnipeg are still fair, they are not heavy. The scarcest lines are fruits, particularly pears and peaches. Pears are practically cleaned up. Tomatoes are pretty well exhausted too, and it is almost impossible to buy in the primary market. In spite of this, tomatoes are selling as cheap as ever to the retail trade. It is stated that stocks of vegetables in Winnipeg will last out until the arrival of the new pack, but there will be very little left by that time. The trade sees nothing in sight but high prices on tomatoes, new pack, as the crop has been short, with cost of tins, labor, etc., up, and high quotations seem inevitable. The corn pack is expected to be fairly heavy. Reports from Ontario on apples disagree; some say apples are very small in size, while others say the crop is a good one. The feeling here is that apples will be higher.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Aug. 16.—Following up the advances of last week, flour again jumped 30c a sack, making 98's \$4.05. Rolled oats took a jump of 15c, and are firm at \$2.90 for 80's. Matches are again up 15c to 35c a case. Corn syrup is up 10c a case, and starches are likely to follow. Large cheese is firm at 21c to 22c. Sugar is weak. Another advance on canned vegetables is likely to take place locally before the end of the month.

General—		
Beans, small white Japan, lb.....	0 08%	
Flour, No. 1 patent, 98's.....	4 65	
Molasses, extra fancy, gal.....	0 75	
Roll-oats, ball.....	3 15	

Rolled oats, 8's.....	2 90	
Rice, Siam, cwt.....	4 50	4 75
Potatoes, local, per bush.....	0 50	0 60
Sago and tapioca, lb.....	0 10	
Sugar, pure cane, granulated, cwt.....	9 05	
Shelled walnuts, finest halves, lb.....	0 49	
Shelled walnuts, broken, lb.....	0 30	

Produce and Provisions—		
Cheese, No. 1 Ontario, large, per lb.....	6 21	6 22
Butter, creamery, lb.....	0 31	
Butter, No. 1, dairy, lb.....	0 25	
Lard, pure, 5s, per case.....	10 30	
Bacon, smoked backs, per lb.....	0 23%	
Bacon, smoked bellies, per lb.....	0 25%	
Lard, pure, 3s, per case.....	10 60	
Eggs, new laid.....	10 60	
Eggs, No. 1.....	8 60	

Canned Goods—		
Tomatoes, 3s, standard, case.....	3 70	
Corn, 2s, standard, case.....	2 45	
Peas, 2s, standard, case.....	2 45	
Tomatoes, gals., case.....	2 50	
Apples, gals., Ontario, case.....	1 75	
Strawberries, 2s, Ontario, case.....	4 90	
Raspberries, 2s, Ontario, case.....	4 50	
Salmon, finest sockeye, tails, 48x1s, cs.....	10 00	
Salmon, pink, tails, 48x1s, per case.....	4 50	
Lobster, ½s, per doz.....	3 00	

Dried Fruits—		
Currants, lb.....	0 15	
Evaporated apples, 50s, per lb.....	0 10	0 10%
Peaches, choice, 25s, per lb.....	0 07%	
Apricots, choice, 25s, per lb.....	0 17%	
Pears, choice, 25s, per lb.....	0 14	
Prunes, 90-100, per lb.....	0 08	0 08%
Sultana raisins, Cal., extra fancy.....	0 15	
Manchurian shelled walnuts.....	0 30	
Fresh Fruits and Vegetables—		
Oranges, Val., box.....	5 25	6 00
Lemons, box.....	9 50	
Raspberries, crate.....	2 60	3 00

SASKATCHEWAN MARKETS

By Wire.

Regina, Aug. 16.—Cutting has commenced in several Saskatchewan districts. Weather conditions for harvesting are very favorable. There has been a 30c advance in flour, which is now \$4.10. Lard is lower at \$10. Rolled oats are up: 40's are \$1.47½; 80's, \$2.90. Syrup has advanced 10c a case. Shelled walnuts are now worth 42c. Canned beans, \$2.28; corn and peas, \$2.38; plums, \$2.40; peaches, \$3.75; raspberries, \$3.85; tomatoes, \$3; apricots, 18¾c. Cloverleaf salmon is \$9.85; humpbacks are \$4.50. Currants are down 1c. Citron peel is at 24½c; orange peel at 21¾c.

Produce and Provisions—		
Butter, creamery, per lb.....	0 29	
Butter, dairy, No. 1.....	0 21	
Cheese, per lb.....	0 19%	
Eggs, new laid.....	0 18	
Lard, 3's, per case.....	10 60	
Lard, 5's, per case.....	9 95	
Lard, 10's, per case.....	9 91	
Lard, 20's, per case.....	10 60	

General—		
Beans, Ontario white, per bush.....	4 55	
Coffee, whole roasted, Rio.....	0 21%	
Cream of tartar, lb.....	0 60	0 65
Cocunut, lb.....	0 23	
Flour, 98's.....	4 10	
Rolled oats, 40's.....	1 47	
Rolled oats, 80's.....	2 90	
Rice, per cwt.....	4 35	
Onions, B.C., 100 lbs.....	3 00	
Sugar, standard gran., per cwt.....	8 74	
Sugar, yellow, per cwt.....	7 89	
Tapioca and sago, lb.....	0 08	
Walnuts, shelled, 47-49c; almonds.....	0 42	

Canned Goods—		
Apples, gals., case.....	1 60	
Beans.....	2 28	
Corn, standard, per 2 dozen.....	2 28	
Peas, standard, per 2 dozen.....	2 45	
Plums, Lombard.....	2 40	
Peaches.....	3 75	
Raspberries, \$3.85; Strawberries.....	4 73	
Tomatoes, standard, per case.....	3 60	

Salmon—		
Sockeye, 1's, 4 dozen case.....	9 60	
Sockeye, ½'s.....	12 45	
Coho, 1's.....	6 10	
Humpbacks, 1's.....	4 50	

Dried Fruits—		
Apricots, per lb.....	0 18%	
Currants, lb.....	0 11%	
Citron peel, lb.....	0 21%	
Lemon peel, lb.....	0 23%	
Orange peel, lb.....	0 21%	

NEW BRUNSWICK MARKETS

By Wire.

St. John, Aug. 16.—Corned beef is selling at \$2.60-\$3.50. Pork (American

clear) at \$35 and \$35.25. Flour per barrel is now \$8.95 for Manitoba, while Ontario is \$8.10. Other prices remain as last week.

Produce and Provisions—		
Bacon, breakfast, per lb.....	0 22	0 23
Bacon, roll, per lb.....	0 17	0 21
Beef, corned, 1's.....	2 60	2 50
Pork, American clear, per bbl.....	35 00	36 25
Butter, dairy, per lb.....	0 25	0 26
Butter, creamery, per lb.....	0 30	0 32
Eggs, new laid, per doz.....	0 30	0 32
Lard, pure, lb.....	0 18%	0 18%
Cheese.....	0 17	0 17%

Flour and Cereals—		
Communal, gran.....	6 65	
Communal, ordinary.....	2 05	
Flour, Manitoba, per bbl.....	8 95	
Flour, Ontario.....	8 10	
Flour, buckwheat, western, 98-lb. bag.....	3 30	
Rolled oats, per bbl.....	6 50	

Fresh Fruits and Vegetables—		
Apples, box.....	3 00	3 25
Lemons, Messina, box.....	4 00	4 25
Lemons, Cal., box.....	5 00	6 00
Oranges, Cal., case.....	4 00	5 00
Potatoes, new, bush.....	1 00	

Sugar—		
Standard granulated.....	7 95	8 00
United Empire.....	7 85	7 90
Bright yellow.....	7 75	7 80
No. 1 yellow.....	7 55	7 60
Paris humps.....	8 95	9 00
Beans, white, per bush.....	5 75	6 00
Molasses, Barbadoes, gal.....	0 60	0 61
Cream of tartar, per lb.....	0 51	0 53
Currants.....	0 15	0 15%
Pork and beans, case.....	4 00	
Rice, per cwt.....	4 75	5 25

People Are Now Back on Egg Diet

With End of Berry Season Demand for Eggs Is Greater—Cured Meats Up

Winnipeg

PRODUCE AND PROVISIONS.—

The hog market last week opened easy, although receipts were light. The market sagged to \$11.50, but with keen local and outside demand reached a record price of \$12 on Thursday, August 10. With heavy receipts on Friday, it sagged again to 11¾c. The effect of this high market has been to increase quotations on cured meats. Lard prices are unchanged. The egg market, while nominally unchanged, has a stronger undertone due to cool weather.

Hams—		
Light, per lb.....	0 24	0 25
Medium, per lb.....	0 22	0 23
Large, per lb.....	0 19	0 20

Bacon—		
Breakfast, per lb.....	0 24	0 25
Breakfast, select, lb.....	0 26	0 27½
Backs, select, per lb.....	0 26	0 28
Backs, best.....	0 22	0 23

Dry Salt Meats—		
Long clear bacon, light.....	0 16%	

Cooked Meats—		
Hams, boiled, per lb.....	0 32½	0 33
Shoulders, boiled, per lb.....	0 24	0 25
Roast hams, lb.....	0 36	0 37

Barrelled Pork—		
Mess pork, bbl.....	34 00	

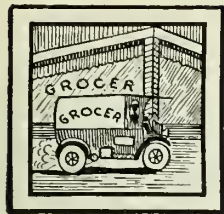
Lard, Pure—		
Tierces.....	0 16	
Pails.....	3 32½	
Cases, 10s.....	10 05	
Cases, 5s.....	10 13	
Cases, 3s.....	10 20	
Cartons.....	0 17½	

Lard, Compound—		
Tierces.....	0 13½	
Tubs, 5s, net.....	6 74	
Pails, 2s, net.....	2 80	

Butter—		
Fresh made creamery, No. 1.....	0 30	
Creamery, No. 2.....	0 29	
Best dairy.....	0 24½	0 25
No. 2 dairy.....	0 20	0 21
Cooking.....	0 16	0 18

Fresh Eggs—		
Extras in cartons.....	0 30	
No. 1's, cases.....	0 26	
Trade cases.....	0 25	

Cheese—		
Ontario, large.....	0 18½	0 19½
Ontario, twiss.....	0 18%	0 19%



FRUIT AND VEGETABLES



Apples In Barrels Are Now Plentiful

**Big Quantities Also Reaching Market
in Boxes—Quality of Fruits
Continue to Improve**

Montreal

FRUIT.—In so far as price is concerned there has been very little change since last week, but the quantity of local fruit coming in continues to show improvement. Native apples are now plentiful and are offered in barrels at prices ranging from \$1.50 to \$3.00 according to size and quality. Countrymen are also bringing in huge quantities in boxes for local consumption. Blueberries declined again this week and are now offered at \$1.60 to \$1.75 per 16-qt. box. Raspberries are about done and blackberries also are practically off the market. A few native pears have appeared but the quantity does not warrant them being listed as yet. Montreal melons, which made their appearance about a week ago are coming in very slowly, in fact the ripening process is not keeping pace with the demand and sales were made this week at an advance of \$3 over last week's quotation. Bananas are very firm at present prices and dealers report that there is some difficulty in getting sufficient good stock to meet the demand. California oranges are also scarce. Arrivals of California peaches, pears and plums have only been about equal to the demand and the prices therefore are stationary at last week's figures. Limes are slightly cheaper than last report and watermelons are also easier. Business generally has been about the average for this season of the year, and dealers for the most part express satisfaction with present conditions.

Apples, Duchess, per bbl.—No. 1.....	3 00	.....
No. 2.....	2 50	.....
No. 3.....	1 50	1 75
Apples, Red Astrachan, bskts.	1 75	1 75
Apples, Early Williams, bskts.	1 75	1 75
Apples, Canadian, 11-qt. basket	0 40	0 40
Bananas, bunches	2 25	2 75
Cantaloupes, per crate	3 50	4 00
Cherries, crates	2 50	3 00
Cherries, black, eating, 6-qt. basket.....	1 00	1 10
Cherries, red, eating	0 75	1 00
Cherries, red, sour	0 50	0 75
Currents, black, 11-qt. basket	0 75	0 75
Currents, red, 11-qt. basket	0 75	0 75
Grapefruit, 46-54-64-80-96	7 00	7 00
Gooseberries, per gal.	0 40	0 40
Blueberries, Lake St. John, 16-qt. box..	1 60	1 75
Lemons—		
Verdellis	7 00	8 60
Messina, 3/4 size, box	6 50	7 00
Montreal melons, per doz.	12 00	13 00
Oranges—		
California seedless	4 50	5 50
Plums, 4 basket crate	2 50	3 00
Peaches, in baskets, 6 to crate	3 50	3 50
Peaches, California	2 00	2 00
Pears, California, per box	4 00	5 00
Pineapples, 18-24 and 30-36	3 00	3 50
Limes, per box	1 35	1 50
Watermelons,	0 40	0 50

LOCAL POTATOES ARE COMING IN QUANTITIES

Montreal

VEGETABLES.—The situation is decidedly easier as regards price and quantity. Favorable weather conditions have resulted in considerably larger arrivals of all kinds of new vegetables and as a result prices have sagged to a large degree. Such products as carrots, turnips, cucumbers, onions, tomatoes, etc., have all been marked down this week. Tomatoes are very plentiful and being sold at \$1 per box for "reds" and \$2 for "rose." (Gin boxes are the popular measure used for marketing tomatoes.) Native white potatoes are now in good supply and are selling at \$1.75 for an 80-lb. bag. American potatoes are still being sold but the demand for them is dropping off as the quality of the local potatoes improves. With larger receipts of new onions the price of Spanish in crates has declined 25c per crate.

Beans, Mel, 20-lb. bag	0 75	1 60
Beets, new, per doz. bunches, Montreal..	0 50	0 50
Cabbage, Montreal, per doz.	0 25	0 50
Carrots, new, per doz. bchs.	0 25	0 30
Cauliflower, Montreal	2 50	2 50
Celery, per doz.	0 50	0 75
Corn, Montreal, per doz.	0 10	0 15
Cucumbers, Montreal, per doz.	0 15	0 25
Egg plant, N.Y., doz.	0 25	2 60
Garlic	0 30	0 30
Leeks, bunch	0 15	0 15
Head lettuce, Montreal, per 2 doz. box..	1 50	1 50
Curly lettuce, doz.	0 15	0 20
Mint, doz.	0 25	0 25
Mushrooms, 4-lb. basket	2 00	2 50
Onions, Montreal, per doz. bunches	1 00	1 00
Onions—Spanish onions, per crate	5 25	5 50
Parsnips, new, per doz. bchs.	1 00	1 00
Parsley, Montreal, per doz.	6 25	6 25

Potatoes—

New, per bbl., Amer.	4 60	4 60
Montreal, white, 80 lbs., bag	1 75	1 75
Sweet, hamper	2 50	2 50
Radishes, per doz.	0 10	0 15
Rhubarb, per doz.	0 05	0 05
Spinach, Montreal, box	0 75	1 00
Turnips, bag, Quebec	1 25	1 25
Turnips, new, per doz. bunches.....	0 10	0 25
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Montreal, Red, per box.....	1 00	1 00
Rose, per box.....	2 00	2 00
Watercress, Canadian, doz.	0 30	0 30

Plums and Pears Reaching Market

**Early Abundants Plums and Bell Pears
From Ontario Points Now In—
Receipts Very Light**

Toronto

FRUIT.—Receipts of all kinds of fruit have been somewhat light during the week. Red raspberries are over. The first of the early plums, known as the Abundants, are now reaching the market. They are of a medium size and fair quality. Eleven-quart baskets are selling at 85c and 6-quart at 45c. Some of the first Canadian freestone peaches, grown in the Queenstown district, are reaching

the market. These are known as St. Johns. They are selling at \$1 per 11-quart basket, and the samples are fairly good. A few early Ontario pears are also reaching the market. Early Alexander or Triumphs are selling at lower prices, the six-quart basket being sold at 40c to 50c. This size has become more popular than the 11-quart basket and some merchants are having their stocks arrive entirely in the 6-quart size.

Apples, American harvest, hamper	1 75	1 75
Apples, yellow harvest, 11 qt.	0 25	0 40
Apples, astrachan, 11 qt.	0 35	0 50
Bananas, bunch	1 50	2 25
Blackcaps, qt.	0 11	0 16
Cantaloupes, Indiana, standards	3 50	3 50
Cantaloupes, flats	1 50	1 50
Cantaloupes, Indiana, baskets	1 35	1 35
Cherries, Can., 11-qt.	0 85	1 00
Cherries, Can., 6-qt. basket	0 50	0 60
Gooseberries, 11-qt. basket	0 85	1 00
Grapefruit—		
Cuban, case	4 50	4 50
Oranges—		
Late Valencias, case	5 00	5 75
Grapes, Cal., case	3 25	4 25
Lemons, Verill, case	9 00	9 00
California, 420's	8 00	8 00
360's-300's.....	8 50	8 50
Limes, per 100	1 75	2 00
Pears, boxes	4 25	4 25
Canadian, 6-qt. bkt.	0 30	0 40
11-qt. bkt.	0 40	0 60
Peaches, Elbertas, case	1 75	2 00
Peaches, Crawford, late	1 75	2 00
Peaches, Alexanders or Triumphs, 6-qt.	0 40	0 50
Peaches, Alexanders or Triumphs, 11-qt.	0 60	0 75
Peaches, St. John freestone, 11-qt.	1 00	1 00
Plums—		
Canadian Abundants, 6-qt.	0 45	0 45
11-qt.	0 85	0 85
Plums, 4 baskets	2 25	2 50
Peaches, California, box	1 25	1 50
Melons, sugar, Canadian, 11-qt.	1 00	1 25
Currents, red, qt.	0 07	0 08
Currents, black, 11 qt.	1 25	1 50
Thimbleberries, qt.	0 15	0 18
Watermelons	0 60	0 75

NEW POTATOES CONTINUE TO ADVANCE IN PRICE

Toronto

VEGETABLES.—American new potatoes continue to advance in price, the market having firmed to the extent of 25c to 50c per barrel. They are now quoted at \$4.75 to \$5 per barrel. New Ontario potatoes have not yet reached the market in any quantities, although a few have dribbled in in baskets. Some rather fine samples of Canadian cabbage were shipped in barrels and large crates. The barrels were quoted at \$3 and the crates at \$3.25. Some bulk American potatoes reached the market, and were sold at \$2.50 per 90-pound bag. Vegetables of all kinds are scarce. Beets and carrots are coming to the market in small quantities.

Cabbage, Canada, case	3 25	3 25
Cabbage, Canada, barrel.....	3 00	3 00
Beets, basket	0 50	0 50
Beans, green	0 50	0 60
Beans, wax	0 50	0 60
Carrots, basket	0 50	0 50
Celery, Canadian, dozen.....	0 40	0 50
Corn, doz.	0 13	0 17
Cucumbers, basket	0 40	0 60
Onions—		
Yellow, American, 40-lb.	2 50	2 50
Spanish, crate 120 lbs.	4 25	4 50

(Continued on page 30.)



FLOUR AND CEREALS



Demand For Flour Has Been Heavy

One Miller Reports He is 400 Cars Behind Orders — Demand Overreaches Supply

Montreal

FLOUR.—In sympathy with the continued advance and the uncertainty and excitement in the wheat market, flour has again soared upwards and prices on all grades of flour were marked up 60c since last report. There was one advance of 40c and another of 20c, making a total climb of \$1.60 since July 27. The demand from both city and country dealers has been very heavy, in fact far ahead of the supply, and one miller reports being 400 cars behind with orders—and they are still pouring in.

It is now stated that the American buying has not been unusually heavy and the entire blame for higher prices can be laid at unfavorable crop reports from the western provinces.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 20	.....
Second patents	.....	7 70	.....
Strong bakers	.....	7 50	.....
Winter Wheat Flour—		Car	
Fancy patents	.....	6 50	6 75
99 per cent. in wood	.....	5 85	6 00
99 per cent. in bags	.....	2 75	3 00

CORN FLOUR GOES UP TEN CENTS PER BAG

Montreal

CEREALS.—Corn flour registered a further advance of ten cents per bag, making the price now \$2.85. Other lines are unchanged. The market for corn is very strong, and there is a tendency to look for still higher prices in this direction. The demand for rolled oats and other cereals is reported fairly good for the time of year.

Cornmeal—		Per 98-lb. sack	
Gold dust	.....	2 50	.....
Rolled Oats—		99 in jute.	
Small lots	.....	2 75	.....
25 bags or more	.....	2 60	.....
Packages, case	.....	3 90	4 00
Oatmeal—fine, standard and granulated,		10 per cent.	
over rolled oats in 99's, in jute.	.....	.....	.....
Rolled Wheat—		100-lb. bbls.	
Hominy, per 98-lb. sack	.....	4 06	.....
Hominy, per 98-lb. sack	.....	2 75	.....
Corn flour, bag	.....	2 85	.....
Rye, flour, bag	.....	2 65	.....
Barley, pot	.....	3 80	.....
Barley, pearl, lb.	.....	0 64½	.....

ALL MILL FEED PRICES HAVE BEEN MARKED UP

Montreal

FEEDS.—The advance in the wheat and flour markets was strongly reflected this week in the mill feed list. Every quotation has been marked up, the changes ranging from \$1 to \$2 per ton. Millers report a great difficulty in keep-

ing up with the demand for feeds and in some instances the prices have been advanced even beyond the figures quoted as the millers say they are absolutely unable to make deliveries in any reasonable time under present conditions.

Mill Feeds—		Per ton.	
Bran	.....	24 00	.....
Shorts	.....	25 00	.....
Middlings	.....	29 00	.....
Wheat moulee	.....	33 00	.....
Feed flour	.....	34 00	.....
Mixed chop, ton	.....	34 00	.....
Crushed oats, ton	.....	36 00	.....
Oats, chop, ton	.....	36 00	.....
Barley, chop, ton	.....	34 00	.....
Feed oats, Manitoba, bush.	.....	0 60	.....
Feed wheat, bag	.....	2 25	.....

Think Prices Have Reached Top Limit

Wheat Went as High as \$1.60 During Week—Now Back at Lower Prices—Flour May Follow

Toronto

FLOUR.—During the week flour advanced another 60 cents per barrel, and at the time of writing is selling at \$8.10 per barrel in car lots. The market is weak, however, owing to the big drop in the price of wheat during the week. On Monday wheat prices shaded off in the neighborhood of 7 cents per bushel, and dropped from the high level of \$1.60 reached on Saturday last for No. 1 Northern at track bay ports. On Tuesday the market in wheat opened weak and for a time went as low as \$1.40¼ track bay, but recovered during the morning to \$1.49¼. The opinion prevails among millers that the present high prices are occasioned purely by the speculative element. Damages had been exaggerated and more favorable crop reports sent the price downward. There is very little flour changing at present prices. Another decline of 5 or 6 cents per bushel in wheat would send the price of flour down 50 cents a barrel.

Manitoba Wheat Flour—		Small lots.		Car lots.	
First patents	.....	per bbl. of 2 bags	8 30	8 10	.....
Second patents	.....	.....	7 80	7 60	.....
Strong bakers	.....	.....	7 60	7 40	.....
Ontario winter wheat flour, 99 per cent.	.....	.....	6 10	5 80	.....

BIG DEMAND FOR OATMEAL AND OTHER CEREAL FOODS

Toronto

CEREALS.—There has been a good demand for cereals during the past week. This has been particularly so in the case of oatmeal. Advances have been recorded in the latter of 5 cents per 98-pound bag. Rolled oats have also advanced 10 cents and are now selling at \$3.05. Whole wheat flour has also advanced 30 cents and is quoted at \$3.80.

Wheatlets are quoted at \$4.05. Graham flour has advanced to \$3.80.

Barley, pearl, 98 lbs.	.....	4 30	4 40
Barley, pot, 98-lbs.	.....	3 25	.....
Buckwheat grits, 98 lbs.	.....	4 60	.....
Corn flour, 98 lbs.	.....	3 60	3 25
Cornmeal, yellow, 98 lbs.	.....	2 70	.....
Graham flour, 98 lbs.	.....	3 80	.....
Hominy, granulated, 98 lbs.	.....	3 00	.....
Hominy, pearl, 98 lbs.	.....	3 00	.....
Oatmeal, standard, 98 lbs.	.....	3 30	.....
Oatmeal, granulated, 98 lbs.	.....	3 30	.....
Peas, Canadian, boiling, bush.	.....	3 60	.....
Rolled oats, 90-lb. bags	.....	3 05	.....
Rolled wheat, 100-lb. bbls.	.....	3 25	.....
Rye flour, 98 lbs.	.....	2 95	.....
Whole wheat flour, 98 lbs.	.....	3 80	.....
Wheatlets, 98 lbs.	.....	4 05	.....

MILL FEEDS ADVANCE AND ARE FIRM IN PRICE

Toronto

FEEDS.—There has been a heavy demand for all mill feeds during the week. Millers in certain instances state they have been unable to supply the demand. It is pointed out that mill feeds have not advanced proportionately with wheat and that consequently the recent drop will not affect the market unless prices go considerably below present quotations. There has been an advance of \$1 per ton on all feeds.

Mill Feeds—		per ton	
Bran	.....	34 00	.....
Shorts	.....	26 00	.....
Special, middlings	.....	27 00	29 00
Feed flour, per bag.	.....	1 75	2 10
Oats—		No. 3, Ontario, outside points.....	
		6 55	0 56

Claim Wheat Is Too High in Price

Some Western Millers Assert It Has No Right to be Where It Is To-day

Winnipeg

FLOUR AND CEREALS.—The flour market advanced another 60c on Wednesday, Aug. 9, making a total advance of \$1.40 per barrel. This brings the price of first patents up to \$8, which is the highest point reached since the war began two years ago. The flour market went up, of course, with wheat, the market for which has been touching unheard-of levels during the past week, advancing as much as 6c per bushel inside of a day. When the big jump took place on Wednesday, August 9, some millers put the advance on flour into effect right away; others did not advance their quotations until the following Friday.

Cereals also advanced. Rolled oats are now \$2.50, an advance of 25c per 80 lbs. This was the result of an advance in raw material, oats having gone up in sympathy with wheat. The demand for rolled oats has improved considerably, and the mills are running pretty well to capacity.

When You Visit the "Ex."

We cordially invite you to make our down town offices your headquarters. We are conveniently located at 1401-2 Royal Bank Bldg., corner of King and Yonge.

Drop in and talk things over before leaving the city.

**Canadian Cereal & Flour Mills
Company, Limited
TORONTO**

*Manufacturers of
Tilson's Rolled Oats,
Tilson's Fine Cut Oat-
meal, Rainbow and
Gold Seal Flour.*





FISH AND OYSTERS



American Market Supplying Haddock

Cost More Than Canadian Product But
Prices are Unchanged—Salmon
Still Scarce — Small
Quantities of Lake Fish

Montreal

FISH.—The past week brought no relief to fish dealers and a scarcity in many lines still continues to restrict trade in both wholesale and retail circles. The price of salmon was advanced during the week, and Gaspe is now quoted at 22 cents and Western at 18c. Gaspe salmon is now very scarce and the supply of fresh stock is about cleaned up. Haddock is still scarce due to the fish leaving some of the banks. A considerable quantity of haddock has been bought lately in the American market, and this has cost more than the native production, though quotations to the retailer have not been changed. Very small quantities of lake fish are arriving now but as the Manitoban lakes will open next week it is expected there will be plentiful supplies in the near future. There are a few mackerel on the market, the price being firm at 10c a lb. The demand for lobsters is keeping up well and the price has advanced to 35 and 36c. In pickled and salt lines there have been a few inquiries, but no large sales have taken place lately. A good many Scotch cured herring are going into consumption, and it is expected when the weather becomes cooler that still larger sales will be effected. The demand for bulk and shell oysters, clams, etc., is very limited, and business in this department is without feature.

SMOKED FISH

Haddies, per lb., new cured	0.09
Haddies, fillets, per lb.	.12
Digby herring, box	0.75
Smoked boneless herring, 10-lb. box	1.30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, per lb.	0.35	0.36
Prawns, Imperial gal.	2.35	2.35
Shrimps, Imperial gal.	2.25	2.25

FRESH SEA FISH

Halibut	13	—14
Haddock, fancy, express, lb.	06	—07
Mackerel, medium, each	20	
Mackerel, per lb.	10	
Steak, cod, fancy, express, lb.	08	
Flounders	6	
Flounders, New York	9	
Salmon, Western	18	
Salmon, Gaspe	22	

FRESH LAKE FISH

Carp, lb.	0 09
Pike, lb.	0 08
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	
Herrings, each	0 03½

Herrings, lb.	0.06
Lake trout	0.13
Eels, lb.	0.08
Dore	0.14

Fish Supplies Not Meeting Demands

Western Salmon and Halibut Coming to
Market in Small Quantities—
Whitefish and Trout Some-
what Scarce

Toronto

FISH.—Just at the present time supplies of fish reaching the local market are hardly sufficient to meet the demands. With cooler weather there has been a slightly increased consumption. On the other hand western salmon has been reaching the market in rather sparse shipments. Halibut also has been somewhat backward. Whitefish and salmon trout are just now between seasons. Larger quantities are expected in October and the big run of the spring has petered out somewhat. Prices in these commodities have consequently held firm. There have been no price changes during the week.

SMOKED FISH.

Haddies, per lb., new cured	0.09
Haddies, fillets, per lb.	0.12
Digby herring, box	0.16
Smoked boneless herring, 10-lb. box	1.25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	0.45
Shrimps—	
1 gallon	1.25
2 gallons	2.40
4 gallons	4.60

FRESH SEA FISH.

Halibut	0.13
Haddock, fancy, express, lb.	0.07
Steak, cod, fancy, express, lb.	0.09
Flounders	0.07
Flounders, New York	0.07
Salmon, Western	0.16

FRESH LAKE FISH.

Pike, lb.	0.08
Whitefish, lb.	0.12
Herrings, lb.	0.07
Lake trout	11-12

Salmon Is Scarce And Has Advanced

Has Gone Up Cent a Pound—Poultry
More Plentiful—Trout and
Pickerel Scarce

Winnipeg

FISH AND POULTRY.—The market all round is firm. Salmon is scarce, and is bringing a cent more this week—16c. Trout is also scarce, but the price remains at 12c. Plenty of trout is expected in about a week. Pickerel will be plentiful in two weeks, but is scarce now, and is bringing 10c; in two weeks it will likely drop to 8c. From now on whitefish will be scarce, but the price

remains at 9½c. There are still a few gold eyes on the market at 50c per doz. Poultry is more plentiful; fowl is bringing 21c, and broilers \$1.50 per pair.

Fish—

Fresh salmon	0.16
Fresh halibut	0.11
Steak, cod, per lb.	0.09
Lake Winnipeg whitefish	0.09½
Fresh finnan haddie	0.11
Kippers, per box	2.00
Fresh lake trout, per lb.	0.13
Bloaters, per box	2.00
Salt mackerel, 26-lb. kit	3.00
Pickrel, lb.	0.16
Smoked gold-eyes, doz.	0.50
Poultry, Live—	
Fowl	0.21
Broilers, pair	1.50

FRUIT AND VEGETABLES

(Continued from page 27.)

Cincinnati, 160-lb. sack	4.50	4.75
Green, doz. bunches	0.20	0.30
Oregon, 100 lbs.		3.56
Lettuce, leaf, doz.	0.15	0.25
Lettuce, head, dozen and half		0.60
Parsley, 11 qt. basket		0.41
Peppers, green, basket	0.75	0.90
New, barrel	4.75	5.00
Potatoes—		
Ontario, bag		1.90
New, barrel	4.25	4.50
New, bag, American		2.50
Squash, summer, basket		0.50
Cress, water, basket		0.75
Tomatoes, Canadian, 11-qt. basket	0.40	0.70
Flowers, gladiolas, bkt.		0.75

CRAB APPLES AND ITALIAN PRUNES EXPECTED IN SOON

Winnipeg

FRUIT AND VEGETABLES.—The demand for fruit has not been exceptionally good during the past week, this being a little between seasons. Probably the best demand is for peaches, although the market on these is rather high, sales of peaches being made anywhere between \$1.25 and \$1.50 per crate. There are very few new lines on the market, but crab apples are expected this week, opening around \$1.75 per box. Italian prunes are expected in about two weeks. There is no very important feature to the vegetable market, most of the stuff selling being local produce. One of the newest lines on the market is Spanish onions, which are bringing \$2.50 per crate.

Fresh Fruits—

Apples, Washington, box	2.50
Bananas, lb.	0.04½
Cantaloupes, crate	6.00
Grapefruit, case	6.50
Grapes, California, crate	3.00
Valencia oranges, case	5.50
California lemons	8.50
Plums, crate	2.25
Peaches, crate	1.25
Apricots, crate	1.75
Watermelons	7.00
Crab apples, box	1.75

Vegetables—

Peppers, per basket	0.75
Mushrooms	0.90
Carrots, dozen bunches	0.20
New potatoes, bbl.	4.50
B.C. potatoes	1.20
Garlic, per lb.	0.25
California onions, lb.	0.04½
Spanish onions, crate	2.50
Mississippi tomatoes, box	1.50

Fine Meat Department Helps Trade

Adams Bros., of Lindsay, Ont., Recently Installed Very Complete Arrangements for the Handling of Meats of All Kinds—Refrigerator Built With Plate Glass Sides to Show Meats.

ADAMS BROS., of Lindsay, Ont., have recently moved into their new store where new fittings have been installed complete in their meat and provisions department. The firm was burned out in April of this year, and has been using temporary quarters in the market building until the completion of the fittings and other store arrangements at the corner of Kent and Cambridge streets in that city. The grocery department occupies the corner store while the meat and provision department occupies a space equally as large adjoining and fitted with all the latest equipment for the economical and safe handling of provisions. The meat and provision department is connected with the grocery department by an archway.

The company has its own refrigerating plant and in connection therewith has three large ice boxes and a showcase

the supplies kept therein when it is closed tightly. For this reason it is necessary to leave the side of the showcase thrown open.

The refrigerator space for the fresh meats is a very spacious compartment and is built in the store about three-quarters of the way to the rear. The side of this compartment facing the front of the store is built with a large plate glass side. It is possible for customers to see the meats as they hang in an invitingly cool place. In this way it is an inducement for patrons to buy meat where they would perhaps not otherwise be enticed. Additional cold storage space is provided in the rear of the store and still another cold storage box is erected in the grocery department for butter and eggs.

Equipment Complete

To facilitate the handling of meats

there are computing scales and cash registers of the latest design. With this concern the matter of hot summer weather, is no longer a bar or a detriment to the successful handling of provisions. Waste is reduced to the minimum and the business is on such a basis that customers feel inclined to buy more meats than they otherwise would if the department were handled with less care and attention to detail.

As an indication of the significance this concern attaches to this branch of their business, it will be seen that the new store has been organized with a view to keeping things in the very best possible condition. It is in a separate store with a separate entrance from the street, together with an archway entrance from the grocery department. Three clerks are employed in this department for the most part. In busy seasons the number is increased. Adams

Bros. is one of the progressive concerns of this central portion of Ontario as will be indicated by the methods they have adopted, and the thought expended in the working out of their new provision department.

View showing rear of meat department of Adams Bros. Meats can be seen through plate-glass side of refrigerator. There is ample space for a large storage of fresh meats.

Interior of the meat department of Adams Bros., showing tasteful and complete equipment of meat department. Above is a view of the front interior of the store.



that is supplied with cold pipes for the keeping of meats in hot weather. As will be noted by reference to the snapshots taken by a Canadian Grocer representative on the occasion of a recent visit to Lindsay, the provision store is most neatly and conveniently arranged. The store is wide and gives ample space for the cutting blocks behind the counters. The window is large and is suitable for a fine display of meats. The counters are wide and on one end there is a showcase for the use of such provisions as sausages, Bologna, cooked meats and other goods of a similar nature. In the warmest day in summer it is possible to keep this space cool enough to freeze



PRODUCE AND PROVISIONS



Some Live Hogs Sold Over \$13

Record Price of \$13.35 Per Hundred
Reached—Pork Products May
Advance in Sympathy

Montreal

PROVISIONS.—The first of the present week saw another advance in the price of hogs, sales being made in the West End market at \$12.50 to \$13.25. One earload of selected stock sold at the record price of \$13.35. At the time of writing this advance had not affected quotations of pork products, but if these figures are maintained another advance in all the main lines will follow. Packers advise that the demand for all lines of pork products has been exceptionally good. Sales to the old country have also been very good and higher prices are expected.

Hams—		
Small, per lb.	0 23	0 24
Medium, per lb.	0 22	0 23½
Large, per lb.	0 22	
Bacon—		
Plain, bone in	0 25	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 17	0 20
Shoulders, bone in	0 17	
Shoulders, boneless	0 19	
Cooked Meats—		
Hams, boiled, per lb.	0 36	
Hams, roast, per lb.	0 38	
Shoulders, boiled	0 28	0 29
Shoulders, roasted	0 30	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 16½	
Long clear bacon, 80-100 lbs.	0 16½	
Flanks, bone in, not smoked	0 16½	
Barrelled Pork—		
Heavy short cut mess	30 00	Per bbl.
Heavy short cut clear	32 00	
Clear fat backs	35 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 375 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. gross	0 17	
Cases, 10 lb. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Lard, Compound—		
Tierces, 350 lbs. net	0 14½	
Tubs, 50 lbs. net	0 14½	
Tins, 50 lbs. net	0 14½	
Pails, wood, 20 lbs. net	0 15	
Pails, tin, 20 lbs. net	0 15½	
Cases, 10-lb. tins, 60 in case	0 16	
Cases, 3 and 5-lb. tins, 60 in case	0 15½	
Bricks, 1 lb., each	0 16½	
Hogs—		
Dressed, abattoir killed, cwt.	17 00	

EXPORT DEMAND CAUSES BUTTER PRICES TO GO UP

Montreal

BUTTER.—Receipts of butter for the past week were 23,000, which is considerably in advance of the previous week. Notwithstanding the larger production, however, the market continues to advance due to the export demand. On Saturday at Cowansville and St. Hyacinthe the butter sold at 32¾¢, which is one

cent higher than the previous week. If the export trade continues there will no doubt be a steady and firm market with higher prices.

Butter—	
Finest creamery, fresh	0 34
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 28
Bakers	0 26

INQUIRY IS BEING MADE FOR EGGS FOR EXPORT

Montreal

EGGS.—There continues to be a wide range in quality though with cooler weather it is expected there will be less complaint on that score. In the country districts 24 and 25¢ loss off, is being paid. Receipts last week were 8,790 cases. There has been some export enquiry but very little business has been put through during the last three or four weeks.

Eggs, case lots—		
No. 2's	0 24	0 26
No. 1's	0 29	0 30
Extras	0 33	

IMPROVEMENT IN CHEESE EXPORT IS LOOKED FOR

Montreal

CHEESE.—Receipts for last week were larger than for the week previous being 88,549 boxes. The price in the country is a shade easier, 17½¢ being the top price paid last week. The export demand has been fairly good, but not as large as it might be and improvement in this direction is looked for.

Cheese—		
1916 make	0 18	0 19
Stilton	0 22	
1915 make	0 22	

POULTRY MARKET EASIER DUE TO BIG DELIVERIES

Montreal

POULTRY.—In the poultry department the feature this week has been heavy deliveries of broilers, old fowl and ducklings, and as a result the market is a shade easier. Receipts have been quite satisfactory, and the market has been fairly well cleaned up every day.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30	
Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 50	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 20	
Fowls, small, per lb.	0 20	
Turkeys, Tom, per lb.	0 27	
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per lb.	0 25	0 30
Live Stock—		
Powl, 5 lbs. and more	0 7	0 18
Powl, small	0 15	0 16

Turkeys	0 22	0 23
Ducks, young	0 18	0 19
Ducks, old, per lb.	0 16	0 16
Geese	0 13	0 15
Broilers	0 18	0 20

COUNTRY DEALERS MAKING INQUIRIES ABOUT HONEY

Montreal

HONEY.—There has been no change in the market, but inquiries from country dealers are continuing to come in and indications point to a good supply with the quality well up to if not above the average.

Honey—		
Buckwheat, tins	0 09½	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12½	
Strained clover, in 5-lb. tins	0 12½	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

Lumber Camps Are Laying in Meats

Demand for Dry Salted Article Has
Consequently Been Heavy —
High Prices Hold Firm

Toronto

PROVISIONS.—Lumber camps have been stocking their winter supplies of dry salt meats and in consequence some provision men are cleaned out of long clear bacon. This is a commodity that keeps well and lumber companies secure their supplies in good time for their winter needs. All cooked meats continue to have a heavy demand but with a continuation of cooler weather it is expected the demand will begin to decline. Higher prices are not looked for as they are about the limit that the trade will pay. With increase in the price of hogs commission men find their margins gradually decrease. Live hogs have had another advance during the week and are now selling at \$12.75, fed and watered.

Hams—		
Light, per lb.	0 24½	0 25
Medium, per lb.	0 24½	0 25
Large, per lb.	0 22½	0 23
Bacon—		
Plain	0 25	0 25
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 24	0 29
Roll, per lb.	0 19	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 35	0 36
Hams, roast, per lb.	0 35	0 36
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19

Lard, Compound—

Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 50 lbs.,	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	6 15
Bricks, 1 lb., per lb.	0 15½	0 16
Hogs—		
Live	12 25	
Dressed, abattoir killed.....	16 50	17 00
Live, fed and watered	12 75	

BUTTER IS UP HALF CENT DURING WEEK**Toronto**

BUTTER.—There has been a good demand for first quality creamery butter during the week and prices in consequence have become firmer by a half cent per pound for creamery prints. It still continues to be a problem to get really first-class quality owing to the difficulty in keeping cream. With continued cool weather this condition should soon right itself. Farmers are diverting their milk to the cheese factories in large quantities and this continues to have a firming tendency. There has not been much butter exported during the week.

Creamery prints, lb.	0 31½	0 33½
Creamery solids	0 31½	0 32½
Dairy prints, choice, lb.	0 25	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE PRICES FIRMER IN PRIMARY MARKETS**Toronto**

CHEESE.—There has been a firmer tendency in the cheese market at country points, although selling prices to the retail trade have not been advanced since recent quotations. Some commission houses report considerable old cheese being offered with a small demand for the same. The big export business in cheese continues.

Cheese—		
Cheese, large, per lb.	0 18	0 18½
New, twins, per lb.	0 18½	0 19½
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22½	
Sept., triplets, per lb.	0 22½	

HENS ARE GETTING ON STUBBLE—EGGS BETTER**Toronto**

EGGS.—The quality of eggs during the past week has shown a considerable improvement. With the cutting of wheat the farmers' hens are able to get on the stubble and pick the shelled grain. This has helped make the eggs firmer in quality, and better able to stand warm weather and transportation. A gradual improvement in quality is looked for. Some commission houses continue to have serious trouble in getting eggs delivered at terminal points. There are some who are refusing shipments owing to the length of time they have been held up.

Eggs—		
New laid, cartons	0 32	0 34
New laid, ex-cartons	0 28	0 30
No. 2's	0 24	0 25

OLD FOWL PRICES TAKE DECLINE OF TWO CENTS**Toronto**

POULTRY.—There has been a good supply of old fowl reaching the market during the week, indicating a plentiful supply at country points. In conse-

quence the price has declined two cents a pound for live and one cent on dressed. Broilers are being delivered to city points in the live condition during warm weather as commission men find they can better take care of them when properly chilled after being killed. Milk-fed fowl have been scarce. Ducklings reached the market freely during the past week. Demand for these has been only fair.

Poultry—	Live	Dressed
Spring broilers (1½ lbs. and over).....	0 20	0 25-0 35
Old fowl, lb.	0 14-0 16	0 19-0 22
Milk-fed	0 15-0 20	0 25-0 26
Ducklings	0 12-0 14	0 16-0 18

COMMISSION MEN NOT GETTING MUCH HONEY**Toronto**

HONEY.—Provision men have not

been overburdened or drowned out with the supplies of new honey that are being shunted their way. Although there is a large honey crop it has not yet begun to filter into the hands of commission merchants. Producers are going direct to retailers where they can in the hope that they will get a little better price. When this market has been supplied they will try and dispose of the remainder to commission dealers. However, some is reaching dealers in five-pound pails, and is being quoted at 12½¢ to 13 cents.

Honey—

Clover, 50 lb. tins, per lb.	0 12½	0 13¼
Clover, 5 and 10-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 75	3 00
Comb, No. 2, doz.	2 25	2 50

SAVE YOUR MONEY

FOR THE

DOMINION WAR LOAN

TO BE ISSUED IN SEPTEMBER.

By purchasing a bond you will help to WIN THE WAR and obtain for yourself an investment of the highest class yielding a most attractive rate of interest.

DEPARTMENT OF FINANCE
OTTAWA.

New Season Japan Teas

All grades of this year's crop have now arrived in store. We have a splendid selection to offer the trade at prices ranging from 60c. to 16c. per lb.

Packed in 5-10-20-40-80 lb. boxes.

Sifting and Fannings in 1 lb., 3 lb. and 5 lb. packages at lowest prices.

Before purchasing for your requirements drop us a postal for samples and quotations.

We will save you money.

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter St.

WHOLESALE ONLY

MONTREAL

MONEY IN WASTE PAPER

\$2.00 to \$10.00 a Month for Your Waste Paper

THE "JEWEL" BALER—

Complete with one bundle of wire.

\$17.50 f.o.b. Hamilton

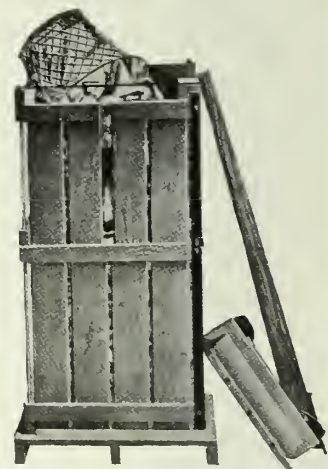
(by 10 day draft)

*Not only pays for itself but makes you money.
Strong, Durable, and Easy to Operate.*

There is always a market for baled waste paper, and the installation of a 'Jewel' means a permanent addition to your equipment that will not only very quickly pay for itself but on account of its capacity and ease of operation will be found a positive convenience to any place of business. It affords every facility for keeping your premises in a tidy condition and reduces to a minimum the risk of fire.



Waste Paper Bin and Baler Combined. An ever ready receptacle for that burdensome accumulation.
Floor space 23 x 26 inches; height 4 feet 3 inches. Size of bale 14 x 18 inches, with an average weight of 75 pounds.



By all means GET A BALER—better still—GET A "JEWEL." Hundreds of satisfied users testify to its value. All information re Balers or the disposal of Waste Paper is free for the asking. Order your Baler to-day.

GENERAL SALES COMPANY

Distributors

203 Stair Bldg.

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

The troubles of the grocer and how to stop them

Nothing on the market to-day does so much to help grocers and butchers make money as the modern National Cash Register

Some things our complete new model does

It accurately records all transactions between clerks and customers.

In two seconds it prints a receipt or sales-slip showing the amount paid or charged.

It gives the merchant the cheapest, most direct, and most effective advertising of his store and service.

It prints a visible list showing 42 of the last transactions. This tells the merchant what is done when he is away from the store.

A good location is important. A clean, well-arranged store is important. A good volume of trade is important.

The most important thing of all is to take care of the money customers give you in exchange for goods.

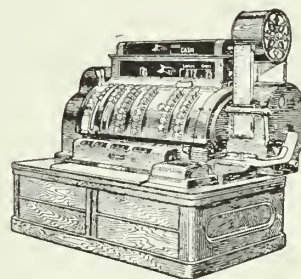
National Cash Registers do this, and do it better than it can be done in any other way. And this particular "National" is the one we recommend to grocers and butchers and general storekeepers.

For further information mail in the coupon to-day, or write

**The National Cash Register
Company, Limited**

Toronto

Ontario



The
National
Cash Register
Company, Ltd.,
Toronto, Ont.,
Canada.

Please send me the "Hints for Grocers" booklet. I saw your "Troubles of the Grocer" advertisement and am interested. This does not obligate me to buy.

Name.....

Address.....

If any advertisement interests you, tear it out now and place with letters to be answered.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/4 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker,
Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 25
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

Bigger and bigger sales for you GOLD DUST



Grocers who have displays of Gold Dust in their windows and on their shelves find that they are selling many extra packages. Put a Gold Dust display in your store *now*.

Every woman who enters your store *knows* Gold Dust—the chances are, has tried it.

Our extensive, continuous advertising *actually* works for you. It explains how Gold Dust saves work—how it can be used for cleaning *everything*.

Gold Dust has made good with women because it saves them work—and it has made good with merchants because it makes satisfied customers—the biggest asset any store can have.



THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL

“Let the GOLD DUST TWINS do your work.”

PREPAREDNESS

We have learned a great deal about Preparedness as regards matters military, and we know the advantages of the people who were prepared.

The same thing applies to matters of trade and commerce. The individual who is prepared to take advantage of the enormous business that is sure to come to Canada in the years to come will be the one who benefits.

The Grocerman is going to get a lot of business that was formerly done by the cafes and saloons, and CIGARS and TOBACCO will form no small part of that business.

A good three-for-a-quarter cigar, something that the public approves of, will be a business-getter.

ORLANDO (Invincible) will get you that business.

ORLANDO spells Preparedness.

W. R. Webster & Co., Limited, Sherbrooke, Canada

The polish that sells



You can always depend on "Stop-On" polishes to give that absolute satisfaction that means quicker sales and better profits. Unlike most others, a "Stop-On" shine will retain its brilliancy in damp or foggy weather—a point that your customers will surely appreciate.

"Stop-On" polishes can be had in Black, Tan, Ox-Blood, and Nut Brown. "STOP-ON" WHITE is the most permanent dressing for white shoes obtainable. It will not rub off on the clothing.

A supply of "Stop-On" ordered to-day will open up a bigger source of revenue for you. Send your order in now before you forget about it.

Strang Brothers
WINNIPEG



They'll keep your cash register ringing

There is no "dead" stock in the *Malcolm Condensing Co.'s Milk Products*. Their delicious goodness and unequalled purity have won for them a leading place in the estimation of the buying public.

Feature
these
"Made-in-Canada"
lines
now.



The MALCOLM CONDENSING CO.
ST. GEORGE Limited ONTARIO

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, 1b. boxes, 1b.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, 1b.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans ..	\$6 95
Reindeer Brand, each 48 cans ..	6 70
Silver Cow, each 48 cans ..	6 15
Gold Seal, Purity, each 48 cans ..	6 00
Mayflower Brand, each 48 cans ..	6 00
Challenge, Clover Brand, each 48 cans ..	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans ..	4 60
Jersey Brand, Hotel, each 24 cans ..	4 60
Peerless Brand, Hotel, each 24 cans ..	4 60
St. Charles Brand, Tall, each 48 cans ..	4 70
Jersey Brand, Tall, each, 48 cans ..	4 70
Peerless Brand, Tall, each, 48 cans ..	4 70
St. Charles Brand, Family, each, 48 cans ..	4 10
Jersey Brand, Family, each, 48 cans ..	4 10
Peerless Brand, Family, each 48 cans ..	4 10
St. Charles Brand, small, each 48 cans ..	2 00
Jersey Brand, small, each 48 cans ..	2 00
Peerless Brand, small, each, 48 cans ..	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans ..	\$4 80
Reindeer Brand, "Small," each 48 cans ..	5 50
Regal Brand, each 24 cans ..	4 50
COCOA, Reindeer Brand, each 24 cans ..	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans ..	\$6 95
Reindeer Brand, each 48 cans ..	6 70
Silver Cow, each 48 cans ..	6 15
Gold Seal, Purity, each 48 cans ..	6 00
Mayflower Brand, each 48 cans ..	6 00
Challenge, Clover Brand, each 48 cans ..	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans ..	4 60
Jersey Brand, Hotel, each 24 cans ..	4 60
Peerless Brand, Hotel, each 24 cans ..	4 60
St. Charles Brand, Tall, each 48 cans ..	4 70
Jersey Brand, Tall, each, 48 cans ..	4 70
Peerless Brand, Tall, each, 48 cans ..	4 70
St. Charles Brand, Family, each, 48 cans ..	4 10
Jersey Brand, Family, each, 48 cans ..	4 10
Peerless Brand, Family, each 48 cans ..	4 10
St. Charles Brand, small, each 48 cans ..	2 00
Jersey Brand, small, each 48 cans ..	2 00
Peerless Brand, small, each, 48 cans ..	2 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each \$10 ..	7 50
Gallons, each, retail each \$18 ..	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
Roast Beef, ¼s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25.	
Boiled Beef, 1s, 3.50; 2s, \$7.50; 6s, \$25.	
Jellied Veals, ¼s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$2; 1s, \$3.50; 2s, \$6.50.	

If any advertisement interests you, tear it out now and place with letters to be answered.



Quality Counts Costs More Worth It!

ELSEWHERE in this issue is the story of a Grocer who made more money than his competitors by selling quality spices.

WHAT this man did you can do. Wouldn't you like the extra profit to be derived from the increased business which the added customer confidence will buy you?

REMEMBER this—it's Quality that counts in the long run. It's the only thing that will "make customers come back." It costs more, of course, but— isn't it worth it? For instance in the case of pickling spice it will pay you well to sell only the very best quality obtainable. It will pay you a better net profit, it will please your customer and there is no come-back. It is good business.

WHITE SWAN Pickling Spices are absolutely pure spices.

EVERY berry, seed and leaf is included that goes to produce for the housewife that rare, appetizing flavor that results in favorable comment on her pickles—and it helps *your* business.

OUR Money-Back Guarantee permits you to return at any time any "White Swan" goods that are not found exactly as represented or which prove unsatisfactory in any way.

We know our goods and want none but satisfied customers.

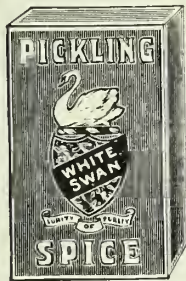
Send for new price list.

White Swan Spices & Cereals
LIMITED
Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



Lithographed Dredge Tins
90c. per doz.

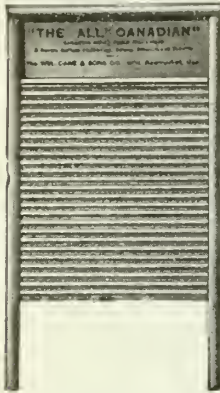


Pickling Spice Window Front,
4-oz. pkgs., 4 doz. to case,
90c. per doz.

Government Warranty.

Made to wear best where the wear is hardest

The long-wearing service which distinguishes the New All-Canadian, All-Wooden Washboard is largely due to the fact that the rubbing surface is made of specially selected Canadian hardwood.



This insures your customer a board that's most satisfactory—long-wearing, serviceable.

The fact that zinc and aluminum boards have almost doubled in price (owing to the price of these materials) will make the "New All-Canadian," retailing at 20c., a splendid selling line in every store in Canada.

Don't let your store be an exception. Order a supply to-day.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.



Increase your soap sales

Bring your Soap Sales up to the highest of profit and satisfaction by featuring **WONDERFUL SOAP**—the Canadian-made all round cleaner that has given complete satisfaction to the most particular housewives.

A window or counter display of the reliable red labelled soap will start bigger sales and better profits coming your way.

Put Wonderful Soap to the test. Results will convince you that our claims are justified.

Guelph Soap Company
GUELPH, ONT.

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.

Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.

Lambs' Tongues, 1/2s,

Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.

Sliced Smoked Beef, glass, 1/4s, \$1.50; 1/2s, \$2.25; 1s, \$3.25.

Tongue, Ham and Veal Pate, 1/2s, \$1.50.

Ham and Veal, 1/2s, \$1.20.

Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.

Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.50.

Ox Tongues, tins, 1/4s, \$3.50; 1s, \$6.50; 1 1/2s, \$9.50; 2s, \$13.

Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.

Mince meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.

In Pails, 25 lbs., 12c lb.

In 50 lb. Tubs, 12c lb.

In 55 lb. Tubs, 11 1/2c.

In Glass, 1s, \$2.30.

Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.

Pork and Beans, Plain Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.

Pork & Beans, Tomato Sc. Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.

Pork and Beans, Chili, 1s, 85c; 2s, tall, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.

Tomato Sauce, 1 1/2s, \$1.15; Chili Sauce, 1 1/2s, \$1.15; Plain Sauce, 1 1/2s, \$1.15.

Pork and Beans, 1 1/2. Chili Sauce, \$1.15 doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.

Clark's Chateau Chicken Soup, \$1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 3s, \$2.35 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.

English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOARD'S HEAD LARD COMPOUND TO RETAILERS.

Tlances 0 14 1/2
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/4c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS,
L'Admirable, 50 btles, litre, cs. 5 30
Neptune 7 00
San Itival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles, cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE AND SODA
Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 38
Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., 1/4-lb. \$1 60
D. S. F., 1/2-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., 1/4-lb. 0 90
Per jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO

5c 10c
Round Oval lith. litho. dredge. dredge. 2 1/2 oz.
Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90
Arrowroot, 4 oz. tins, 85c 0 90
Cayenne 0 45
Celery salt 0 90
Celery pepper 0 90
Cinnamon 0 45

" whole, 5c. pkgs., window front, 45c 0 90
Cloves 0 45
Cloves, whole, 5c. pkgs., window front, 45c 0 90

Curry powder 0 45
Ginger 0 90
Mace 1 25
Nutmegs 0 45
Nutmegs, whole, 5c pkgs., window front, 45c 0 90

Paprika 0 45
Pepper, black 0 45
Pepper, white 0 50
Pastry spice 0 45

Pickling spice, window front, 80c 0 90
Shipping weight per case 16 lbs. 15 lbs.

Dozens to case... 4 4

Everything Seasonable in Fruit and Vegetables of Very Best Quality

Send your orders
to

The House of Quality

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1871

Local Fruits

Plums, Pears, Peaches,
Tomatoes, Cantaloupes,
Lawton Berries.

Also

California Pears, Peaches,
Malaga Grapes,
Oranges, Lemons,
Bananas, New Potatoes.

WHITE & CO., LIMITED

TORONTO

NEW JOY FOR THE PALATE

MAPLEINE FLAVORING

THE outstanding qualities of Mapleine are
in its deliciousness and its universal use.
MAPLEINE is used for everything—in Icings,
Soft Drinks, Candies,
Cakes, etc.

YOUR CUSTOMERS
WILL BE PLEASED.

Order from:

Frederick E.
Robson & Co.
25 Front Street E.,
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.



CRESCENT MFG. COMPANY
SEATTLE, WASH.

Fruits

Bananas

Lemons

Oranges

and also

All Early
Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

In Hot Weather,
Cold Weather,
High Prices or
Low Prices the
Lemons of **Real
Value** are packed
by Franc Traenzzu
under

“St. Nicholas”

“Queen City”

“Kicking”

J. J. McCabe

Agent
TORONTO

Page 45

Contains some interest-
ing Reading.

End the loss of slow-moving lines to-day

Ask your jobber to stock you up with a supply of

Brunswick Brand Sea Foods

—the well established popular lines that never become dust collectors.

There's a distinctive, appetizing quality about every **BRUNSWICK BRAND** line that immediately appeals to the most particular palate. This is due to the extreme care we exercise in selecting none but the very choicest fish and processing them under conditions that make for purity and deliciousness. Display Brunswick Brand to-day and learn what a nice profit can be made from lines that have won the confidence of the Canadian housewife.

Here's our list.

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams



Connors
Bros.
LIMITED
Black's
Harbor,
N.B.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry..	.06½
40 lbs., 1 lb. pkg., White Gloss .....	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons .....	.07½
100 lbs. kegs, No. 1 White .....	.07
200 lbs., bbls., No. 1 white .....	.07
30 lbs., Edwardsburg Silver Gloss, 1 lb. chrome pkgs. ....	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08½
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08½
100 lbs., kegs, Silver Gloss, large crystals .....	.07½
28 lbs., Benson's Satin, 1 lb. cartons, chormo label .....	.07¾
40 lbs., Benson's Enamel, (cold water), per case	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.12½
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared ..	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06¾

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Aeme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¾
First Quality White Laundry—	
3-lb. canisters, es. of 48 lbs. ....	.07¼
Barrels, 200 lbs. ....	.06¾
Kegs, 100 lbs. ....	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07¾
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08¼
Kegs, extra large crystals, 100 lbs. ....	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	\$ 3.20
1 lb. packages (60)	3.20
½ lb. packages (120)	3.40
½ lb. 60 } Packages Mixed	3.20
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs.	
1 doz. in case	\$ 3.00
2 lb. tins, 2 doz. in case	3.00
5 lb. tins, 1 doz. in case	3.40
10 lb. tins, ½ doz. in case	3.30
20 lb. tins, ¼ doz. in case	3.25
Barrels, about 700 lbs. ....	.04¼
Half bbls., about 350 lbs. ....	.04¼
¼ bbls., about 175 lbs. ....	.04¾
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 38½ lbs.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	\$ 3.50
5 lb. tins, 1 doz. in case	3.90
10 lb. tins, ½ doz. in case	3.80
20 lb. tins, ¼ doz. in case	3.75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case ..	4.80
Barrels, per 100 lbs.	5.25
½ barrels, per 100 lbs.	5.50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case ..	\$4.05
5 lb. tins, 1 doz. in case ..	4.75
10 lb. tins, ½ doz. in case ..	4.45
20 lb. tins, ¼ doz. in case ..	4.35
Delivered in Winnipeg in carload lots.	

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam. Large Med.
2½ Can.	\$ 4.75 \$ 3.75 \$ 2.50
No. 1 Tall Can	2.75 2.25 1.60
No. 16 Jar	3.00 2.25 1.80
No. 4 Jar	1.50 1.25 1.15
No. 10 Can ...	14.00 12.00 9.00

YUBA BRAND

2½ Can.	\$3.00 \$2.25
No. 1 Tall Can	1.50 1.20
No. 10 Can	9.00 8.00
Picnic Can .....	.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins,; 1-lb. tins,; Robinson's patent groats, ½-lb. tins,; 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bottle	2.00

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan 3	85
Card Outfits, Black and Tan 2	25
Creams and White Cleanser 1	10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.	1.20
--	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	\$ 0.60
Bobs, 6s and 12s, 12 and 6 lbs.	0.46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0.46
Currency, 6s, ½ butts, 9 lbs. 0.46	
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0.48
Walnut Bars, 8½s, boxes 7 lbs.	0.64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0.68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0.68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0.68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0.57	
Great West, pouches, 9c.	0.72
Forest and Stream, tins, 11s, 2 lb. cartons	0.89
Forest and Stream, ¼s, ½s and 1-lb. tins	0.80
Forest and Stream, 1-lb. glass humidors	1.00

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

TRAVELER WITH BEST REFERENCES, desires lines suitable for grocery and confectionery trade in N.S. and N.B. Address Traveler, 57 Louisburg Street, Halifax, N.S.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—GROCERY BUSINESS, DOING about \$35,000 a year. Clean stock, up-to-date fixtures. Apply Box 148, Canadian Grocer.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.


ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

OAKLEY'S KNIFE POLISH

2012-20102



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. - - TORONTO

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price Quality Service **J. BOWMAN & CO.**
26 Duncan St., Toronto, Ont.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.

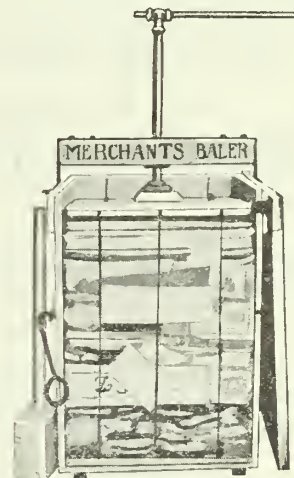
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

Kindly mention this paper when writing
advertisers

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto



The brand of 100% broom value

Every broom bearing the above trade-mark is as well formed, well sewn and as evenly balanced as expert workmanship can make it. That is why the "Excelsior" line is such a big seller. Dealers find the "Excelsior" a dependable "repeating" line, one that gives customers the biggest value for the money.

Now is a splendid time to send in an order. We have an assorted stock of 2,000 dozen, and guarantee immediate shipments. The following is just one of the many "snaps" we offer you:

No. 1 "Excelsior" Broom

5 strings, 15½ brush, oiled handle, good corn, about 25 lbs. Doz., \$3.75.

"Excelsior" Carpet Brooms are unexcelled. A postcard will bring you the complete "Excelsior" Price List.

Send it in to-day.

J. C. SLOANE CO.

Makers of Fine Brooms and Whisks

854 5th Avenue, - Owen Sound, Ontario

McVitie & Price of Canada, Limited

beg to announce that they are importing for

NOVEMBER DELIVERY,

a full line of the famous

McVITIE & PRICE'S

genuine

Scottish Shortbread

in Special Tins

Strath Asstd., 11 varieties; Highland Scottish, Moray, Beaufort, Dornoch, Thistle, Round Scottish, Thrums, Forfar, Afternoon Tea, Melrose.

Also Asstd. Biscuits in Special Tins—Selected Rich, Tea Assorted, Rich Mixed, Queen's Mixed, Edina, Xd.

For prices and description see our representatives or write

McVitie & Price of Canada, Limited, Montreal

INDEX TO ADVERTISERS

A	Lemon Bros.	41
Acadia Sugar Refining Co.	Lightcap, O. F.	14
Inside front cover		
B	M	
Balfour-Smye & Co.	MacKenzie & Morris	44
Betts & Co.	MacLure & Langley	44
Borden Milk Co.	MacNab, T. A., & Co.	44
Bowman & Co., Geo.	Magor, Son & Co.	12
	Malcolm Condensing Co.	38
C	Mann, Laurie Co.	44
California Associated Raisin	Mathieu Co., J. L.	9
Co.	McCabe, J. J.	41
Canadian Cereal & Flour	McVitie & Price, Ltd.	46
Mills Co.	Millman, W. H., Sons	4
Canadian Salt Co.	Minto Bros.	2
Canadian Shredded Wheat Co.		
Cane, Wm., & Sons Co., Ltd.	N	
Chase & Sanborn	National Cash Register	35
Inside back cover	National Licorice Co.	48
Church & Dwight	Niagara Peninsula Publicity	
Clark, Ltd., W.	Association	46
Cochran, J. N.		
Codyville Co.	O	
Concord Canning Co.	Oakey & Sons, John	45
Condensed Ad. Page		
Counors Bros.	P	
Crescent Mfg. Co.	Patrick & Co., W. G.	44
	Pennoek, H. P., Co., Ltd.	44
D	Perry Co., The H. L.	44
Dept. of Finance		
Dominion Cannerys.	R	
Duncan & Co., John	Red Rose Tea Co.	11
	Rock City Tobacco Co.	4
E		
Eckardt, H. P., & Co.	S	
Estabrooks Co., Ltd., T. H.	Sloane, J. C.	46
Enreka Refrigerator Co.	Smith & Son, E. D.	3
	Smith & Proctor	16
F	Spratts	10
Fairbanks Co., N. K.	Star Egg Carrier & Tray Mfg.	
Fearman, F. W., & Co.	Co.	44
Freeman Co., W. A.	Stevens-Hepner Co., Ltd.	4
Furnivall-New	Strang Bros.	38
	Stephenson, Blake & Co.	45
G		
General Sales Co.	T	
Grant, C. H.	Tippet, A. P., & Co.	
Guelph Soap Co.	Inside front cover	
	Toronto Salt Works	45
H	Toronto Butchers' Supply Co.,	
Hamilton Cotton Co.	Ltd.	45
Hargreaves (Canada), Ltd.	Trent Mfg. Co.	45
Hillock, John, & Co.		
Hygienic Products Co.	V	
	Varty, W. Geo.	44
I		
Imperial Extract Co.	W	
Imperial Rice Milling Co.	Walker, Hugh, & Son	41
	Watson & Truesdale	44
J	Webb, Harry	44
Japan Tea Co.	Webster & Co., W. R.	37
	Wetley's, J. H.	48
K	White & Co.	41
Kearney Bros.	White, Fred, J.	44
	White Swan Spices & Cereals,	
L	Ltd.	39
Lambe & Co., W. G. A.	Whittemore Bros. Corp.	12
Laporte, Martin, Limitee.	Woods & Co., Walter	6

Drifting Days Are Over

Raisins have always drifted through the channels of trade, no one was behind them. We have ended all that. We have organized the raisin business from grower to consumer. We have stabilized the product and the price. And we have made money out of it for everyone concerned.

SUN-MAID Raisins

SUN-MAID Brand of raisins is the only raisin that has ever been greatly advertised. Hundreds of thousands of dollars are being spent in telling people about this brand of raisins. This advertising is creating a new appetite and a new demand for this noted fruit food.

Get the benefit of this new life in the raisin business by identifying yourselves with us. Get in touch with us at once. Order Sun-Maid Brand from your jobber. He has these raisins for you.

THREE VARIETIES

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), Seedless (from seedless grapes), and Cluster (on stem, not seeded).

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers

FRESNO, CALIFORNIA

If any advertisement interests you, tear it out now and place with letters to be answered.



Try Us—

We Won't Disappoint You!



If you are not quite satisfied with the bulk teas you are now selling, why not let us send you samples of the following:

JAPANS

Japanese LadyIn 30 lbs. matts.
 H.L. 1916In 90 lbs. half-chest.
 VictoriaIn 80 lbs. “
 Princess Louise 1916.....In 80 lbs. “

GREEN CEYLONS

DuchessIn 60 lbs. half-chest.

GUNPOWDERS

Pea Leaf R.I.S.....In approx. 40 lbs. caddies.
 Imperial W.J.M. “ “ 40 “ “

BLACK CEYLONS AND INDIAN BLENDS

“Victoria”In 30 and 50 lbs. tins.
 “Princess” “ 30 “ 50 “ “
 “Princess”Chest and half-chest.

The above brands will get you control of the tea trade in your district because of their quality and give you a larger margin of profit.

Samples and prices will convince you!

Ask for them.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West

MONTREAL



CONCORD NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling
CONCORD? Order
from your wholesaler
TO-DAY.

LIST OF AGENTS:

R. S. McDoe, Toronto. Watson & Truesdale, Winnipeg.
Maritime Fish Corp'n., Limited. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and
Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

If any advertisement interests you, tear it out now and place with letters to be answered.

WHAT are you doing to build up your trade among the best people in your neighborhood?

Many a grocer has been surprised to see the kind and number of new customers brought into his store by selling

CHASE & SANBORN'S COFFEES

Chase & Sanborn
Montreal

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use--stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY--BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

New 1916 Strawberry Jam
Now Ready in the Reliable

“Aylmer”
Brand

You will do a wise thing
if you buy heavy now.

Sugar is high and the
housewife will not put
down much jam this year.

This means a rush in the
fall and higher prices.

Our tip to you is—BUY
NOW.

Dominion Canners, Limited
HAMILTON - - CANADA

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 25th, 1916

No. 34



The Package May Be Imitated
But the Contents Cannot

*This Electric Sign in Your Store Window will Surely Bring You Big Business and It Is Absolutely **Free***

THIS IS ONLY ONE OF OUR MANY

O-Cedar
Polish

(MADE IN CANADA)

DISPLAY DEALS

This is the most attractive electric sign there is. Inside the frosted globe is a revolving many-colored fan giving constantly changing colors. Everyone will stop at your window to watch it.

Display Deal No. 63—

Order 3½ doz. 4 oz.; 7 doz. 12 oz.; ½ doz. quarts and you get a Spiralite Electric Sign *Free*.

Display Deal No. 64—

Order 10¾ doz. 4 oz.; 4 doz. 12 oz.; ¼ doz. quarts and you get a Spiralite Electric Sign *Free*.

Ask Your Jobber for Full Information About All Deals.



CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA

That Side Partner of Mennen's Shaving Cream

—it's opening up a new market for you.

We mean that "Talcum for Men," the first talcum powder manufactured exclusively for male use.

Have you stocked it and offered it to your men customers yet? Together with THE Shaving Cream it is being heavily advertised, and thousands of men, all over Canada, will be requesting both.

No effort on your part is necessary to sell Mennen's Products quickly, the mere display of the articles themselves will be sufficient.

Three very attractive window-trims have been prepared; one on the Shaving Cream, one on the Talcum Powder, and one combination trim.

Send for either one or all of them to Harold F. Ritchie & Co., Ltd., Toronto, Ont.

Made in Canada by

G. MENNEN CHEMICAL CO., LTD.
MONTREAL, QUE.



Canadian Agents

HAROLD F. RITCHIE & CO., LTD.
TORONTO, ONT.

Hobart

Will Display

at
**TORONTO
EXHIBITION**

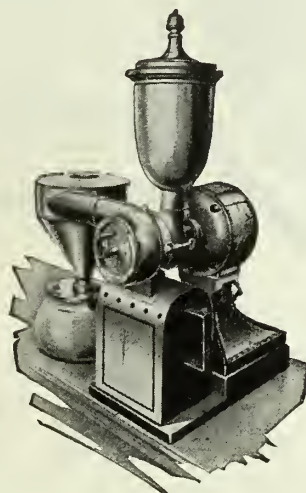
in the Industrial Building

Come and Inspect these Lines.

Also at London and Ottawa Fairs.

*Something New in Coffee
Mills.*

*Give your Customer Coffee
with Chaff and Dust
Removed.*

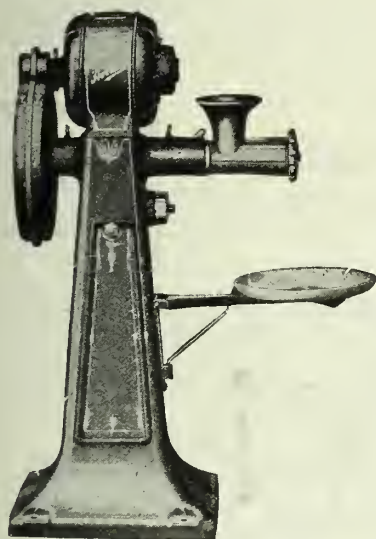


Electric Coffee Mill

Coffee Mills
Meat Miners
Electric Sausage
Machines
Dough Mixers
and
Van Berkel Meat Slicers.

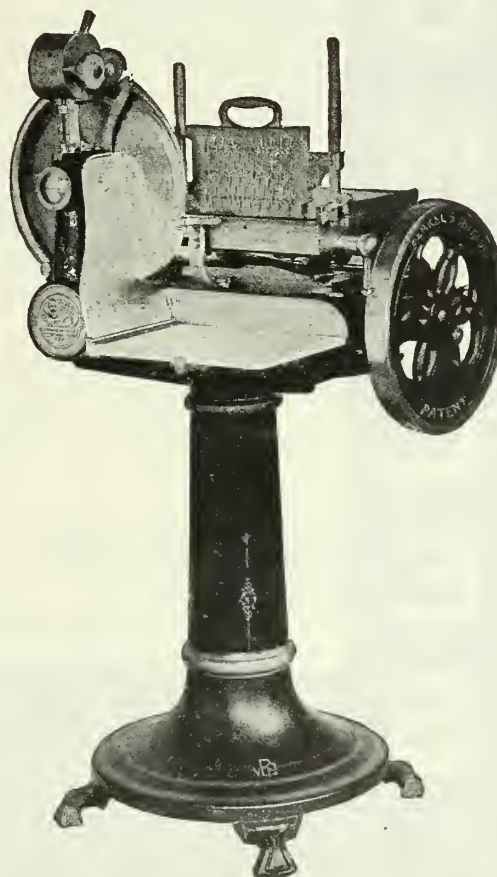
**VAN BERKEL PATENT
MEAT SLICER—**

you cannot build a battleship out of a lead pencil—neither can you build a business with poor equipment. The Van Berkel Meat Slicer is built *up* to a standard *not* down to a price.



Electric Meat Chopper

*Write to-day for
information as to
how to make more
money from your
cured meat depart-
ment, and to in-
crease coffee sales.*



The Hobart Mfg. Co.

149 Church Street

Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



New Factory, Toronto, Canada

Copyright Canada, 1916

LET US SALUTE YOU AT THE Canadian National Exhibition

Toronto, Aug. 26th—Sept. 9th

You will find us in the South Wing of the Process Building at the West Door showing the actual operations of putting up

KRUMBLES, in our patented *WAXTITE* Carton, which ensures it reaching the table Crisp, "Krumibly" and with that rich, delicious flavor—the Kellogg flavor—which has won for it a welcome never before accorded a prepared whole-wheat cereal food.

KRUMBLES is wheat—all the wheat—Nature's food for man—embodying all the elements—the starch, the protein, the mineral salts, the phosphates, the bran—that go to make up a perfectly balanced food.

KRUMBLES is the whole-wheat food that can be eaten with a relish any hour of the day and every day in the year.

KRUMBLES has no Seasons—it is just as delicious in Winter as it is in Summer—simply a matter of serving.

KRUMBLES can be stocked with assurance of a steady turn-over.

Look for the signature on every package. **KRUMBLES** — sealed *WAXTITE*—retails at

10c

W. K. KELLOGG CEREAL CO., Toronto

W. K. Kellogg



K
R
U
M
B
L
E
S

K
R
U
M
B
L
E
S

If any advertisement interests you, tear it out now and place with letters to be answered.



When you visit the Canadian National Exhibition don't forget to drop in and see us. We will be located as usual in the Manufacturers' Building, where we intend demonstrating daily to the public the manifold advantages of the BORDEN MILK PRODUCTS, thus creating a still bigger interest in these popular Canadian-made leaders.

You will be interested in the selling possibilities of Borden's, and if you are not already a Borden dealer we feel sure that a visit to our booth will convince you that it pays well to push the sales of every Borden line.

Anyway, we will be glad to see you, so don't forget to give us a call.

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office—Arcade Building, Vancouver

Serve Your Customers Right in "Riteshape"



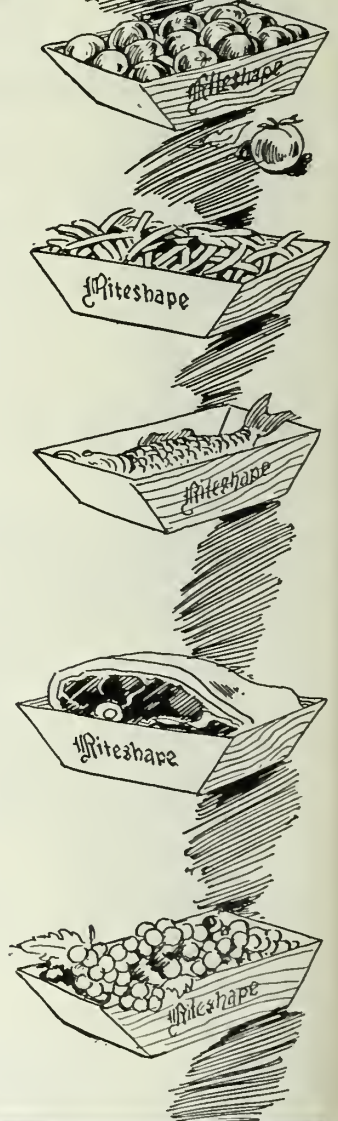
You can get "Riteshapes" whenever you want them and as quickly as you want them. Conditions which operate to make deliveries difficult and prices uncertain in other lines do not affect "Riteshapes." We are well stocked, can fill orders promptly and give assurance that the Canadian jobbers and users of this famous food tray will have most satisfactory attention when in the market for "Riteshapes."

"Riteshapes" are well recognized in Canada now as the great bulk food container. They are sold through hundreds of jobbers and are preferred exclusively in best retail food shops.

Are you using "Riteshapes?"

VICTORIA PAPER & TWINE COMPANY
MONTREAL Limited TORONTO

THE OVAL WOOD DISH CO., Manufacturers
DELTA, OHIO, U.S.A.



If any advertisement interests you, tear it out now and place with letters to be answered.

Raspberry Jam—1916 NOW READY

Made From the Delicious

Cuthbert Raspberry

Many grocers are taking our tip and buying "Aylmer" Brand Jam now.

Prices are sure to be higher in the fall and the demand heavy, as the housewife is not putting down Jams with high-priced sugar.

Ask your jobber to-day.

Dominion Canners, Limited
HAMILTON - - CANADA

Walter J. Green is a Shrewd Buyer

ASK any wholesale house selling to Walter J. Green, or any traveller calling on him, the reason why this retailer is prospering so visibly, and you'll hear some of them say: "He is the best informed man we know of. That man reads and thinks. His world of interest is a good deal larger than his own town, or his own store. He seems to have eyes that can see far into the future, and he buys accordingly." Isn't that a fine tribute to Walter J. Green? It would be a fine tribute to any man.

□ □ □

When H. S. Holt, President of the Royal Bank of Canada, gave his address at the recent annual meeting of this institution, he said:

"The proper course is to conserve the unusual profits and accumulate working capital, the lack of which is so prevalent and so detrimental to the general interests of the manufacturer."

Now Green, while not a manufacturer, has perceived "the proper course," and is conserving "unusual profits"—this by investing them in good liquid securities. Whenever he has \$100 or so to spare he buys a bond yielding from 5 to 6%—something which can be turned into cash quickly, or deposited with his banker as security for a temporary loan.

But he could not do this intelligently had he not for a long time made a careful study of investment conditions, and of particular securities, through a paper like The Financial Post. He would know the history of the company over a period of years. He would know how its business is going now. He would thus be well informed as to the safety, yield in interest, marketability, etc., of the particular securities he has in view.

Also he makes use of his privileges as a subscriber to The Financial Post to consult with the Editors on matters pertaining to his business, his money investments, the market tendencies, and so on.

□ □ □

Why not be a Walter J. Green? Why not become a regular reader of The Financial Post?

The Post is a weekly survey of general business conditions in Canada—a review of matters relating to Investments, Securities, Insurance, Municipal Finance, Bank Clearings. It is not edited with a view to interesting bankers, professional investors and brokers so much as the ordinary business man.

If you could spend an hour each day discussing current events in the business world with the leading manufacturers, bankers, merchants, financiers, lawyers, etc., you would get somewhat the same information as the Post gives each week.

□ □ □

The Post, read regularly, makes the merchant enter confidently a world that is all about him always. A world which the average man does not enter—to his own great loss.

□ □ □

Sign the order form herewith and mail, and thus take the first necessary step in securing this service, or we will send you sample copy on request.

THE FINANCIAL POST OF CANADA

Published by

THE MACLEAN PUBLISHING CO.
143 University Ave., TORONTO

THE FINANCIAL POST OF CANADA

143-153 University Avenue

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit \$3.00 to pay for my subscription on receipt of bill.

Name.....

Address.....

.....1916

CLARK'S

CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

Tomato

Pea

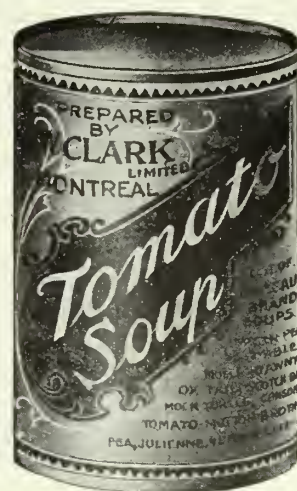
Mock Turtle

Chicken

Scotch Broth

Mulligatawny

and all other varieties

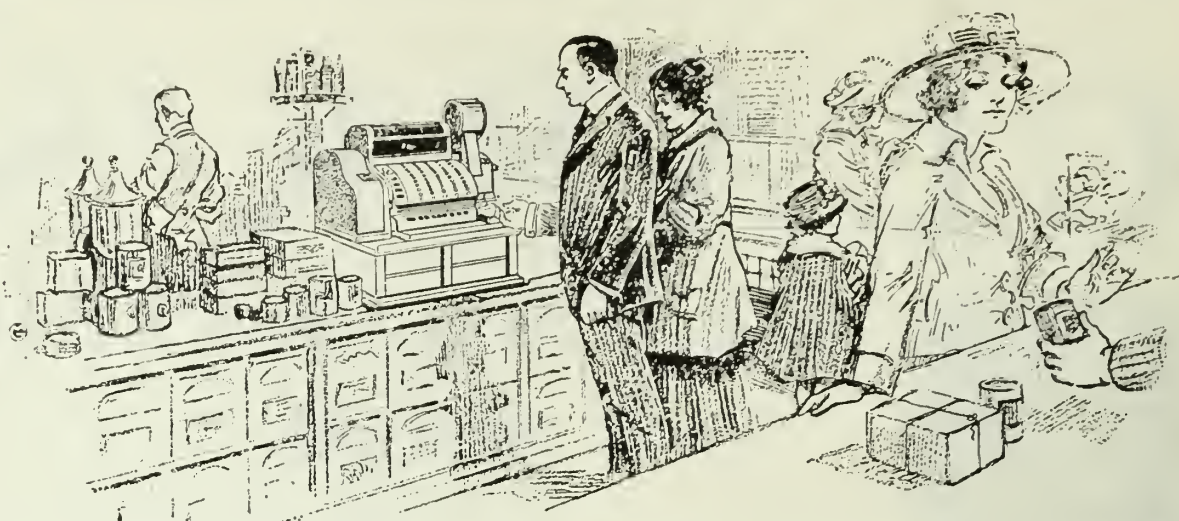


Ask your jobber for prices or send us a post card, but STOCK NOW.

W. CLARK, LIMITED, MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.



Mr. Feilchenfeld calls his National Cash Register his "reliable" secretary

Feilchenfeld Bros., Chicago, are carrying on a large and profitable grocery business.

And since N. C. R. Receipt-giving Service has been adopted their profits have steadily increased and unnecessary losses stopped.

The proprietor's viewpoint

Mr. Bismarck Feilchenfeld, one of the partners, said:

"This business success is made possible largely through the accurate assistance of that National Cash Register. Without it I would require at least two accountants figuring all day long. The result of their calculations could not be had until next day.

"That means that I would have to stay and work at night auditing my books long after the store is closed.

Exact information at a glance

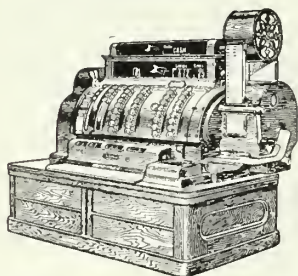
"Instead, to-night at closing time I'll know just exactly what we did to-day — how much was

charged out, how many orders went out C.O.D., how much for cash was sold during the day—all in totals, as fast as I can read them from the register.

"Printing each transaction on duplicate slips, as it does, eliminates disputes. The customer knows that a National Cash Register makes no mistakes in figuring.

"My reliable secretary"

"Its saving in time, labor, and worry over details leaves me free to plan and carry out ideas for the improvement of business, while the accuracy of transactions, curtailing of expense, and elimination of waste in money and time are taken care of by my reliable secretary, this National Cash Register."



But you don't have to have a big store to make the complete 1916 Model National Cash Register fit your business and multiply your profits. Fill out the coupon and we will send you information that fits your store and your business.

The National Cash Register Co.
TORONTO, ONT., CANADA

The National Cash Register Co.,
Toronto, Canada.

Please send late information on
an N.C.R. system that will fit our
business. We employ ... clerks.

Name

Address

City..... Prov.....

If any advertisement interests you, tear it out now and place with letters to be answered.

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

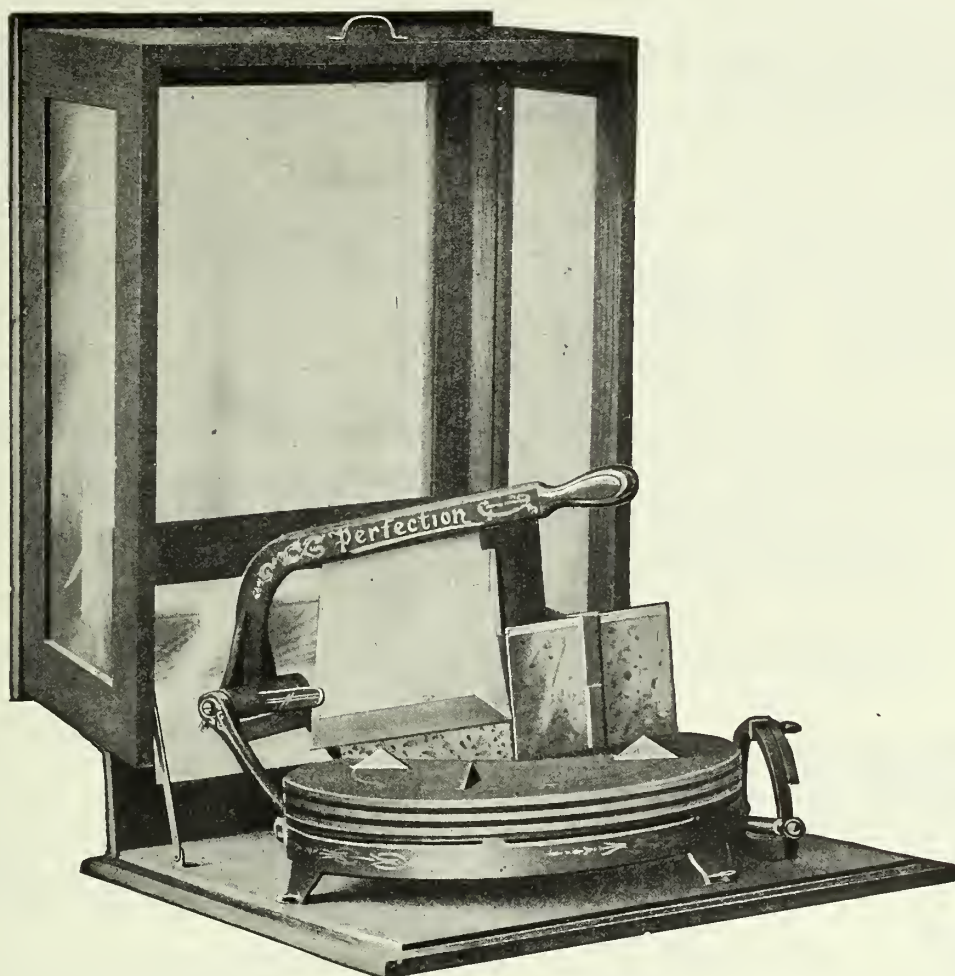
IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES
WITH CABINETS AND PEDESTALS.

**American Computing
Company**

HAMILTON, ONT.

IT
SAVES ITS
COST in a
few months and
lasts a lifetime.

BUY IT NOW.

IF
BUSINESS
is BAD or
GOOD, you
need a PROFIT-
SAVER.

BUY IT NOW.

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

You can "bank on" Tartan Brand

Quality grocers the country over have put the Tartan selling reputation to the test and have found them to be all that we claim for them, and more. They have found that Tartan Brand quality will please where others fail, and they know that we never sacrifice quality for any other consideration—we want none but satisfied customers. Do you require Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts or Jelly Powders? Then try Tartan Brand. We also carry a full line of fancy groceries, foreign and domestic.

Our specialty is mail orders, and we guarantee prompt, satisfactory service. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

GROCER'S FRUIT BULLETIN

This is your tip to buy Niagara Peninsula Peaches and Plums. An extra good crop of peaches are now coming in fast. Plums are also at their best right now. 250 papers are advising the housewives when to buy. They are looking for the map—as a guarantee of quality pack.

*Get behind this line—
it's good business.*



More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

ONLY \$10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Perfect Results

can be obtained for your customers putting
down their fruits by supplying

St. Lawrence



Granulated

100% PURE CANE SUGAR

**In your Locality
are many**

Dogs and Cage Birds

Your customers must have FOOD for them.
It is to your interest as well as that of your
customers and their pets, that you should
regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and
reliability. It will help you to keep old customers
and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

S 46

**There's nothing "cheap"
about**

GIPSY
Stove Gloss
—except the price.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33, FRONT STREET, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg.
For British Columbia and Yukon: Creeden & Avory,
Rooms 5 and 6, Jones Block, 497 Hastings Street,
West Vancouver.

If any advertisement interests you, tear it out now and place with letters to be answered.



How Much Comes Your Way That Gets Away?

Every auto that whizzes past your door, Mr. Dealer, will stop somewhere for gasoline. Why don't you stop them at **your** door? It's easy enough, if you use the right signal.

Autoists have long ago learned that a Bowser "Sentry" Pump is

THE SIGN OF A PROGRESSIVE GROCERY STORE

the same as a clock, out in front, calls attention to the jewelers, or a striped pole signalizes the location of a barber shop.

In addition to their advertising value

BOWSER
ESTABLISHED 1885

outfits are money-makers. You make a profit on gasoline and on other sales made to those who would not otherwise stop.

Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.



This "Red Sentry" Equipment is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request

for descriptive matter and information concerning anything along this line won't obligate you in the least.

S. F. Bowser & Company, Inc.
TORONTO, ONT.

Sales Offices in All Centres and Representatives Everywhere.



Brunswick Brand Sea Foods

Sell well everywhere

There are no more wholesome and nourishing fish in the world than those selected specially for Brunswick Brand. There are no better sanitary or more up to date facilities for processing and packing them than in our modern, pure food plant. We are ideally located for the securing of the very best pick of the season's catches, hence, Brunswick Brand has the quality that wins the approval of the most particular people.

Look over the following list and see what brands you require. Then get in touch with your wholesaler. You'll be perfectly satisfied with the results of your trial order.

¼ Oil Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams



Connors Bros., Limited
BLACK'S HARBOR, N.B.

If any advertisement interests you, tear it out now and place with letters to be answered.



These are the Malcolm Milk Products

—the quick selling, profit-making Canadian-made favorites

Just try out their selling qualities by getting up a window display or feature them on your sales counter where your customers will see them. After the first sale the rest is easy—Malcolm quality will make fast friends of even the most critical.

Look over this list and check off your requirements. We deliver 5 case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c. per 100 lbs.

St. George Brand Coffee, 2 doz. in case...\$1.80
St. George Evaporated Milk, 4 doz. in case... 3.75
Banner Condensed Milk, 4 doz. in case... 5.75
Princess Condensed Milk, 4 doz. in case... 4.75

The Malcolm Condensing Co., Limited, St. George, Ont.

Are you visiting the Exhibition this year?

Then don't forget to come in and see our exhibit of quality shoe dressings. You will find us in the Stove Building and we know you will be interested in the big selling values our lines represent. And don't forget to ask for free samples, which we are giving to Grocers.

We manufacture Regent Shoe Paste, Suede Dressings, Patent Leather Cream, Combination Dressings, Colored Glaze Kid Cream, White Shoe Dressing, all kinds, and every one is a dependable seller.

CHARLES TILLEY & SON, Mfrs.
90 RICHMOND STREET TORONTO



Sell More Candy, Biscuit, Pickles, Condi- ments, Gold Fish, Cereals, etc.



No. 569 Globe Rack with Globes, \$16.50
f.o.b., Sterling, Ill.

BY MEANS OF

"Crakerjac" Glass Globe Racks

FOLD FLAT FOR SHIPMENT

Get Globes out of way. Give the Mass Effect. Shipped Folded Flat.

Write for prices on this and other "Crakerjac" Sanitary Store Fixtures.

EVAN L. READ MANUFACTURING COMPANY
604 A Street Sterling, Ill.

If any advertisement interests you, tear it out now and place with letters to be answered.

S. DAVIS & SONS, LTD.

CIGAR MAKERS

MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
“ New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
“ La Plaza	2 for 25c, equal to most 20c cigars.
“ Promoter Blunts	3 for 25c, equal to most 15c cigars.
“ Perfection	3 for 25c, equal to most 15c cigars.
“ Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
“ Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada

Brantford Scales and Meat Slicers

Made in the Largest and Best Equipped Scale Factory in the British Empire



Agate Bearing—No Springs.

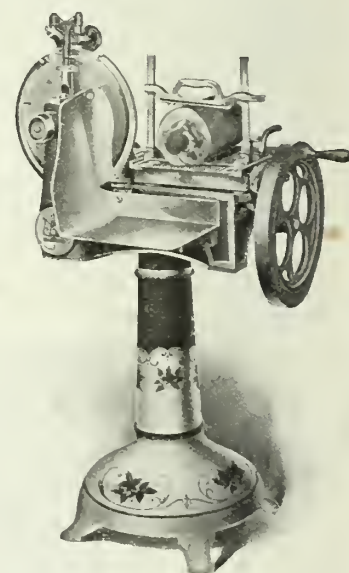
Keep Your Money in Canada

MR. MERCHANT:—

The Best is Always the Cheapest.
When you buy Brantford Scales
and Slicers you get the best.

**ALL OUR GOODS ARE FULLY
GUARANTEED**

Call and see our exhibit at the
Fair in North Wing of Process
Building known as Industrial Four.



Ball Bearing Crucible Steel Gears

BRANTFORD COMPUTING SCALE CO.
BRANTFORD, ONT.

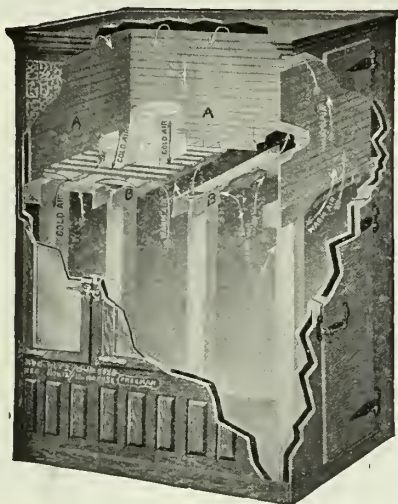
If any advertisement interests you, tear it out now and place with letters to be answered.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



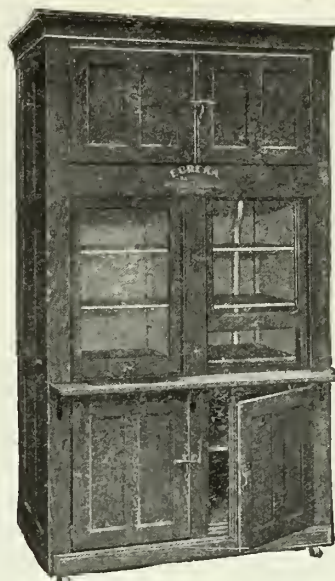
Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON,

CANADA



Incomparable— The Eureka Refrigerator

INCOMPARABLE in the absolute stoppage of loss from spoilage. INCOMPARABLE in promoting better sales of perishable goods and in keeping customers pleased with the freshness of its contents. INCOMPARABLE from every point—the Eureka is the perfection of scientific invention and practical operation.

The Eureka is the only refrigerator for you, Mr. Grocer. Get our illustrated catalogue and read all about the incomparable Eureka.

Eureka Refrigerator Company, Limited

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

The Star
System



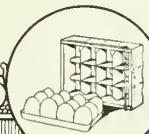
For Safe
Egg
Handling

Does \$1.00 extra profit on each case of eggs you sell interest you? You can make at least that amount by grading your eggs and delivering them in Star Egg Carriers. Other grocers are doing it, why not you?

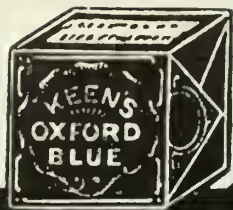
Let us tell you how. Write
for our booklet S-176.

STAR EGG
CARRIER &
TRAY MFG
COMPANY

1037
JAY STREET
ROCHESTER
NEW YORK



If any advertisement interests you, tear it out now and place with letters to be answered.



Keen's Oxford BLUE

—*the blue that's easy to sell*

Easy to sell because its quality reputation has made it known all over the world so that but little effort is required to keep a stock of KEEN'S constantly moving.

A counter display of KEEN'S placed where it can be easily seen will nett you many dimes and dollars of extra profit.

Ask your wholesaler for a trial supply.

Results this will produce will convince you that it pays to keep KEEN'S always in stock.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

Still making new friends

WHEREVER introduced the delicious goodness of MINTO TEA is winning more admirers and incidentally putting more profits in dealers' cash drawers throughout the land.

MINTO TEA is a very choice blend that sells again and again to those appreciating quality at a moderate price. And, although not advertised to the customer, the ever-growing army of MINTO users is a dependable sign of positive superiority.

WE enclose in every package (1½ and 1 lb.), the exact amount of money it would take to advertise it to the consumer. Draw your customers' attention to this fact—Money and Quality in every package.

A trial will convince you that MINTO is worth featuring.

Minto Brothers

284 Church St.

Toronto

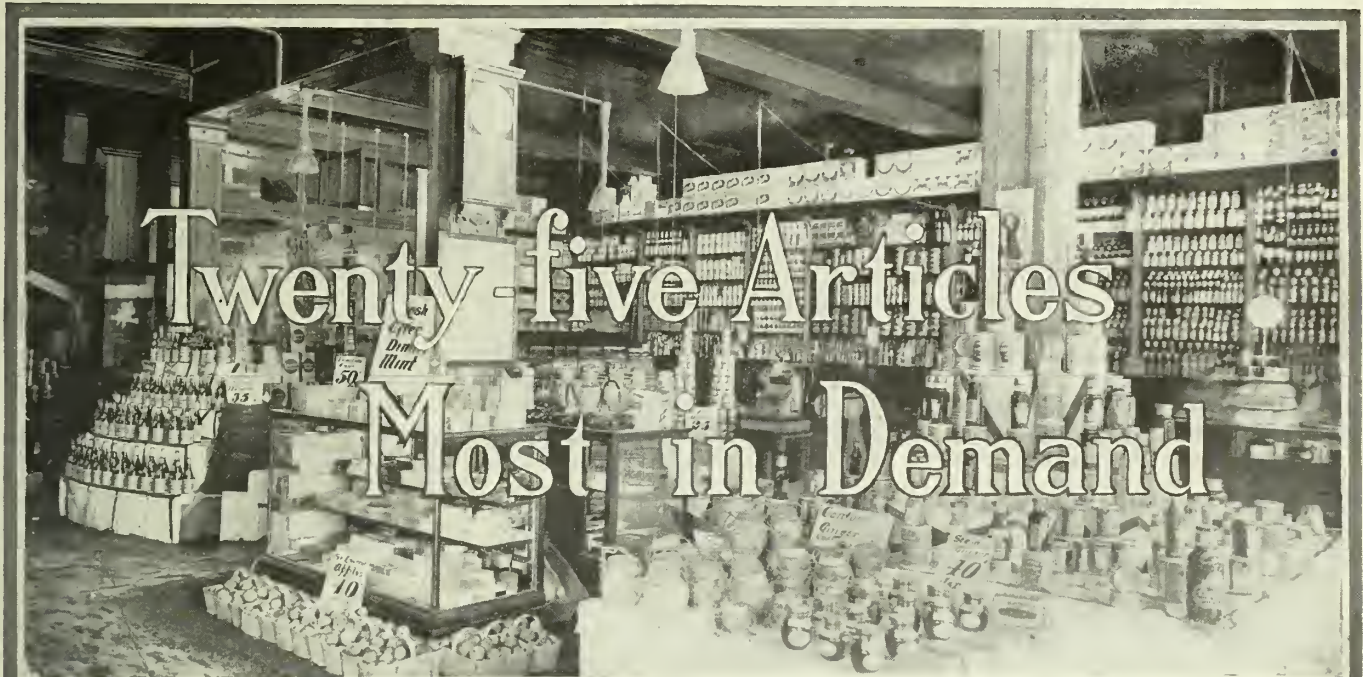
If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, AUGUST 25, 1916

No. 34



Opinions From Grocers as to Which Goods Are Most Called For—Sugar Wins by a Long Lead—It Also is Choice as a Revenue-Bringer—Tea, it is Said in These Opinions, is Most Profitable.

Symposium of Grocers' Figures from Across Canada.

A LETTER came to this paper recently asking for a list of the 25 most important articles of all sorts most called for in grocery stores. This was a pretty big question for any single man to answer, and the Editors of Canadian Grocer figured that it was better to get replies from a number of grocers from coast to coast who are in daily touch with circumstances which would warrant them giving an answer to this query. The opinions that follow are from practical grocers. They have named in order of importance the twenty-five articles of all sorts most called for in their store.—Editor's Note.

Angus A. McDonald, Marlboro, Alta.—Flour, sugar, feed, fresh meat, cured meat, lard, tea, coffee, jam, butter, eggs, canned vegetables, canned fruit, tobacco, drugs, coal oil, potatoes, fresh fruits, stationery, summer drinks, canned milk, pickles, canned salmon, soap, gasoline.

The article giving us the biggest turnover annually is fresh meat and in it we do a business of about \$4,000. We get the greatest percentage of profit on drugs; we feature most prominently flour and feed. Being about 150 miles from the nearest wholesale house we buy our flour and feed by ear lots which I have laid down at less than I could buy f.o.b. wholesale house. I therefore am able to make a good profit and still sell at a reasonable figure. I think my flour and feed business pays me better than any other department. There is absolutely no waste whatever as there is bound to be in such lines as fruit, vegetables, and meat. I also do considerable wholesale business in flour and feed.

From Banff, Alta., comes the following list:—Sugar, coffee, evaporated fruit, tobacco, rolled oats, flour, corn-flakes, tomatoes, corn, eggs, butter, salt,

beans, rice, soap, syrup, soda crackers, shelled walnuts, chocolates, extracts, jams, spices, canned fruit, and peas. Sugar gives me the biggest annual turnover. I get profit on coffee.

Walter H. Kidd, Indian River, Ont.—Sugar, rice, coal oil, prepared breakfast foods, baking powder, soap, rolled oats, raisins, canned tomatoes, soda, tea, salt, bread, candy, extracts, sage, pepper, currants, vinegar, stove blacking, yeast cakes, matches, rolled wheat, and ginger.

From Saskatoon, there comes a reply which gives the articles in this order—sugar, soap, peas, raisins, rice, currants, tomatoes, corn, salt, pepper, eggs, lard, matches, cream, prunes, beans, syrup, corn starch, laundry starch, baking powder, baking soda, rolled oats. Sugar gives us the biggest annual turnover. We figure there is more profit on peas than anything else.

A. Ferguson, Port Arthur, Ont. — Sugar, butter, eggs, peas, lard, soap, starch, coffee, bread, potatoes, onions, pickles, salt, pepper, matches, cocoa, extracts, canned vegetables, canned fruit, oranges, bananas, rolled oats, and canned meats. We figure we have the biggest turnover on butter. We get the most profits from extracts. We feature fruit more prominently than any other line.

From Winterbourne, Ont., comes the following list — tobacco, coffee, soap, sugar, tea, baking powder, salmon, raisins, cheese, prunes, biscuits, bananas, onions, oranges, extracts, rice, rolled oats, baking soda, rolled wheat.

From Niagara Falls, Ont., comes this list—sugar, butter, bread, eggs, soap, lard, cheese, cereals, soda biscuits, kerosene oil, salmon, cocoa, starch, tea, rice, potatoes, candy, coffee, tobacco, flour, eggs, canned goods. Sugar gives us the bigger turnover. There is most profit in kerosene oil. We feature candy very prominently.

Ballachey, Laidlaw & Co., Paisley, Ont.—"Sugar, oatmeal, etc., yeast, soap, tea, canned goods, raisins, soda, tobacco, biscuits, salt, starches, rice, fruits, butter, prunes, lamp glass, lard, syrup, extracts, candies, pickles, coffee, cheese, spices. Sugar gives us the biggest turnover. Spices pay the largest percentage. Profits are cut on nearly all lines now with changing prices, and it is impossible to give even an estimate of the best paying lines. Sugar turns over fast, but does not pay for the handling when taken with other lines."

An opinion from Thornloe, Ont., gives —Bacon, sugar, butter, lard, jam, rolled oats, tea, evaporated apples, biscuits, soap, tomatoes, tobacco, peaches, prunes, syrup, currants, raisins, pickles, molasses, coal oil, flour, canned fish, baking powder, matches. "Flour gives us the biggest annual turnover. Evaporated apples give us the most profit."

From Port Hope comes the following opinion: Meats, butter, bread, soap, sugar, potatoes, cakes, soda biscuits, peas, corn, tea, flour, fruit, coal oil, vinegar, raisins, canned milk, baking powder, cheese, lard, rolled oats, cornflakes, shredded wheat. Bread gives us the biggest turnover, which is \$2,100. There is most profit on this.

A. V. Brown, Hamilton, Ont.—"Sugar butter, flour, potatoes, eggs, bacon, bread, biscuits, soap, tea, corn flakes, cheese, lard, salmon, shredded wheat, oranges, berries, prunes, pickles, starch, canned milk, raisins, currants, stove polish, clothes pegs. Sugar, of which we sell 30,000 lbs. giving us the biggest turnover. But there is most profit on tea. We feature butter and eggs.

SUGAR LEADS IN IMPORTANCE.

Out of twenty-three opinions as to the 25 leading articles in order of importance, sugar stands pre-eminent first. This is the voting:—

Sugar	11
Flour	2
Cereals	2
Tobacco	1
Bacon	1
Meats	1
Butter	1
Tea	1
Canned tomatoes	1
Fruit	1
Bread	1

On the question of biggest turnover, the scoring is:—

Sugar	9
Bread	3
Flour	2
Meats	1
Pork, salt	1
Butter	1
Candy	1
Fruits and vegetables	1
Oatmeal	1

On the question of most profit opinions are more diversified. First choice goes to tea which has four backers. Next, spices 3, tobacco 3, and jams 3. Coffee, extracts, kerosene, evaporated apples, bread, lard, pork, canned salmon, biscuits, oatmeal, canned fruits and baking powder each have 1 vote.

From L. B. Cochrane, Ont., comes the following list:—Butter, bread, sugar, soap, canned meat, salt, yeast cakes, beans, rice, whole peas, tea, oatmeal, baking powder, cooking soda, cheese, corn starch, tomatoes, canned corn, canned fruit, pickles, jelly powder, jam, tobacco, canned milk. Bread gives me the largest turnover. For \$5 I buy daily what I sell for \$7. There is most profit in leaf tobacco. I did not put in this list any goods selling by the bag, as flour, potatoes, turnips and so on, although in our district every store-keeper handles these lines by carload lots. They are necessary to a good retail business, but they bring a very small percentage of profit."

From Falkenburg Station, comes the following:—Flour, bacon, sugar, tea, tobacco, soap, bran, shorts, salt, rice, cheese, raisins, currants, prunes, baking powder, boots, shoes, dry goods, syrup, lard, oil, canned goods, soda, patent medicines. We have about \$1,200 turnover in flour and feed. We buy all heavy goods in carload lots for prompt cash, and take all discount for any other goods we sell.

From Auburn, Ont., comes: — "Tea, coffee, extracts, sugar, salmon, canned goods, raisins, currants, soap, bread, soda, fancy cakes, candy, rice, tapioca, bananas, oranges, pepper, prunes, wash-

ing powder, starches, lard, vinegar, coal oil, peas. Sugar gives us the biggest turnover, we sell about five hundred bags. Tea is the most profitable.

P. D. Herbert, Ottawa:—"Sugar, tea, eggs, biscuits, soups, canned vegetables, flour, potatoes, butter, pickles, lettuce, cornflakes, shredded wheat, soap, salmon, corn starch, catsup, condensed milk, ham, bacon, rolled oats, olives, cocoa, jams, eggs. Sugar gives us the biggest annual turnover. We figure tea is most profitable.

J. H. Lawson, Stouffville, N.S.—"Sugar, tobacco, soap, butter, eggs, peas, cereals, flour, meat, fruits, spices, biscuits, syrup, raisins, vegetables, candies, cheese, lard, salmon, currants, rice, starch, vinegar, coffee, yeast. Sugar gives us the biggest annual turnover. Spices give us most profits.

D. Moynehan, Gouraud, P.Q.—"Canned tomatoes, beans, sugar, macaroni, butter, flour, pork, prunes, canned corn, split peas, leaf tobacco, jam, biscuits, dried fruit, green peas, eggs, rice, condensed milk, soap, corn syrups, salt, pepper, candies, cigarettes, lard, matches. Last year the article which gave us the biggest turnover was salt pork, averaging about \$10 a barrel on two cars. Peas, tobacco, jam, lard and pork give us the most profit. It is very hard for us to say which line is a best seller, as we do not meet a class of trade similar in the cities, as the majority of our customers buy for lumber camps. We buy heaviest in pork, flour, beans, lard and sugar (brown). In previous years molasses has been a good stock but we do practically no business in this line this year. Very likely the price controls this market as corn syrup seems more in demand. Canned tomatoes are also a heavy factor in our grocery trade."

A St. John, N.B. dealer writes:—"Fruit, vegetables, biscuits, raisins, tea, tomatoes, tobacco, jam, corn, dried peas, dried beans, soap, molasses, fruit, coffee, canned salmon, pickles, pork and catsup. Fruit and vegetables, gives us the biggest annual turnover, but canned salmon and biscuits give us the biggest profit. Fruit and vegetables and biscuits are what we feature prominently."

H. J. Burton & Co., St. Andrew's, N. B.—"Bread, sugar, butter, tea, soap, bacon, tobacco, yeast cake, kerosene, sweet biscuits, plain biscuits, canned vegetables, canned fruits, cream of tartar, candies, cereals, matches, coffee, flour, fresh fruit, lard, jams, marmalade, cocoa, pickles, canned milk. Candy and bread gives us about \$1,200 each as a turnover annually, sugar about a thousand dollars. In these are our biggest turnovers. There is most profit in canned fruit and jams. We feature ham

and bacon in the winter, and bread and cooked meat and fruit in the summer time."

Another opinion is: — "Shredded Wheat, cornflakes, biscuits, salmon, sugar, tea, jam, bacon, canned goods, soap, lard, eggs, butter, oatmeal, rolled oats, cocoa, currants, raisins, pork and beans, canned milk, soap, baking powder, boot polish, tea. We have an English trade and the imported custards, jams and pickles have a very big sale."

Another opinion is: "Sugar, lard, rice, soap, syrup, tea, coffee, washing powder, starch, blue, rolled oats, jam, raisins, tobacco, candies, pork, ham, pickles, catsup, mustard."

One more opinion gives: — "Sugar, butter, eggs, canned vegetables, canned fish, bacon, cooked meats, flour, potatoes, bread and cakes, tea, soup, tobacco, rice, raisins, pickles, spice, corn flakes, shredded wheat, biscuits, baking

powder, all polishes, washing powders, macaroni. Sugar gives us most turnover. There is most profit in baking powder. We feature bacon, eggs and butter."

W. P. Crosby, Yarmouth, N.S. gives a partial list. "Oatmeal, soap, sugar, onions, rice, meats, prunes, beans, split peas. Of these oatmeal, onions, sugar and meats render the biggest turnover, and oatmeal and onions the most profit.

Markets After Two Years of War

Sugar, After Many Fluctuations, Shows Monumental Advance on Price in August, 1914—Cream of Tartar Has Had a Chequered Career—Currants' Vagaries in 1915 — Hogs and Flour Have Displayed Considerable Strength.

Written for Canadian Grocer by E. A. Hughes.

LOOKING back over the past two years since the fateful August the 4th, 1914, and particularly the past year, one is forcibly struck by the contrast in prices afforded by a comparison of this year with last year and last year with the year before.

Briefly, for one minute, one may dwell on conditions arising immediately after the outbreak of war. Prices on most grocery staples immediately took an upward trend. Some of them slowly, but most of them quickly went up the scale and reached a very high level. The first three months of war the grocery trade was in a state of upheaval so wide-spread that goods were sold and bought at almost any price and market figures seem to have no real significance. One thing, however, stood out and that was the markedly upward tendency. However, things settled a good deal after that first three months, and by the end of the year many prices had gone back to only a small percentage higher than on August the 4th, 1914, while several of them went back almost to normal. So much for the first year. Our purpose now is more with last year, that is the year which closed with the end of July, 1916.

Sugar's Monumental Advance

First of all a good many prices suffered changes but in the majority of cases they went up and down seasonably and displayed little undue activity. There were, however, some notable exceptions, and these have been pictured diagrammatically on this page. Consider the case of sugar. The second week of August, 1914, this commodity was selling at \$5.05. A series of sharp advances tempered now and then by an occasional settling brought by the end of 1914 a price of \$6.75. It opened 1915 at \$6.30. By August, 1915, it was \$6.65. By July

of this year, that is ending the two years of war, sugar was selling at \$8.20. That is to say from July of 1915 to July of 1916, there has been a rise in sugar of no less than \$1.55. This is a monumental advance. By months the year

\$7.35. By May it was up 75c, and touched a level of \$8.20. Next June it was 6c higher on the month, and settled again in July to \$8.20. At the time of writing it is down to \$7.80. It is, therefore from November, 1915, to May of

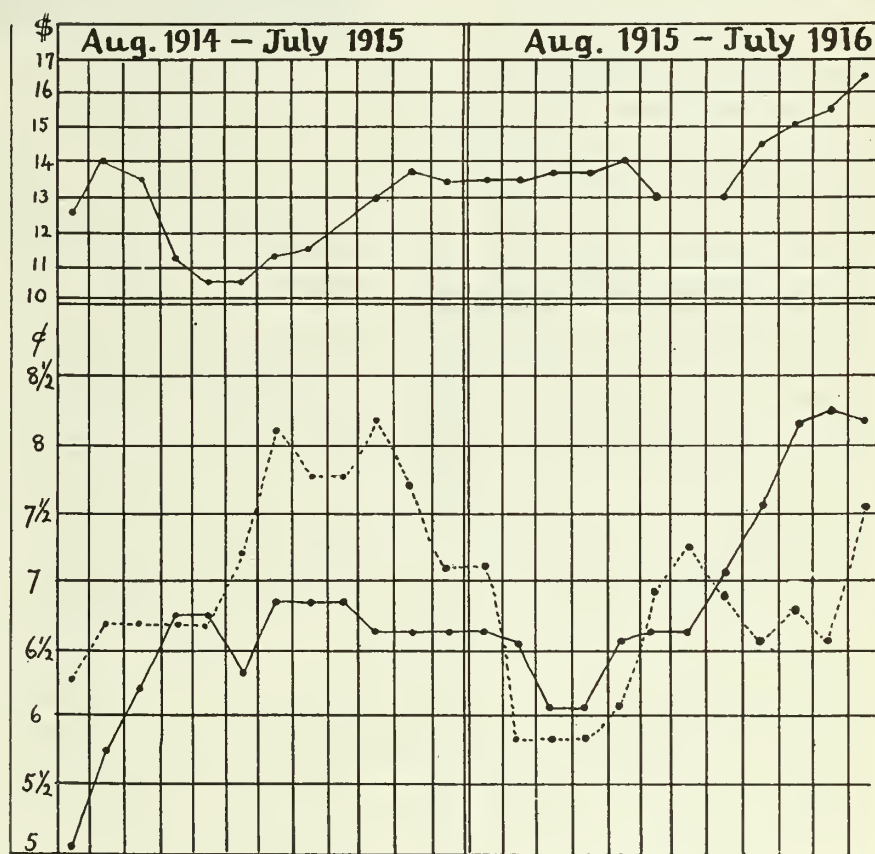


Chart showing prices of dressed hogs, flour and sugar.

opened at \$6.65 in July, going down by October and November to \$6.05, and coming back again in December to \$6.65. The upward movement then began in earnest. By March it was \$7.05. It only took one month then for it to reach

1916, that the real advance took place. Readers of the market columns of Canadian Grocer will remember the series of jumps by which this high limit was attained. They will remember the causes therefor. Raws jumped almost daily in

New York and the Canadian markets followed suit. Needless to say the figure reached in June, that is \$8.26, is the highest in the history of Canadian trade. Nevertheless as Canadian Grocer pointed out in its issue of October 23rd, 1914, the price of \$10 for sugar which was predicted by many was not realized. It is not realized to-day. When sugar started on its upward movement after the war broke prognostications were rife that we should see \$10 sugar almost immediately. We have not seen it yet. Moreover, it is not likely that this will be seen now, unless some very unusual happening occurs to delay peace beyond the ordinary expectation, and unless some happening occurs entirely to disrupt trading.

Turn to currants. Generally speaking this commodity hardly altered during the first year of war. When war broke out it was worth 7c. In December it got to 7½c, an advance only on account of the seasonable demand for Christmas use. War hardly effected currants during the first year. By August of 1915 currants were only selling at 7½c. It is, therefore, with the year under immediate review, from July of '15 to July of '16 that currants took sharp jumps. In August, 1915 currants were quoted at 7½c. By November they had gone up to 10½c. Immediately before Christmas they were selling at almost any figure for which wholesalers could get them. Again, to readers of the market columns of Canadian Grocer, the reason for this is well known. The steamer the

in Canada to get their supplies in. This caused a bull movement in the market, with the result that currants were selling almost at any price and were largely a matter of the man's conscience. They opened 1916 at 11½c. They remained firm but unaltered for some months until in May they got to 12½c. By last month they were 14c. At the time of writing they are also quoted at 14c. Currants are an important line, and the reason for their advance has been international, as has been the case of sugar. The near embroilment of Greece in the European Melée nearly puts currant prices out of sight. The outlook for the supply for this Christmas seems fairly good and a heavy advance is not expected. Nevertheless, it may be that the price will be higher than are quoted now by a cent or perhaps two.

Cream of Tartar Up

Another line which has risen considerably in the last year has been cream of tartar. When the war broke out this was quoted at 38c. In one month it had gone to 55c, but it settled again and by July of 1915, it was only 40c. However, it started in October of 1915, and went to 60c. It hung around 60c from last October, until April of this year. In June it went down to 50c, and at the time of writing it is worth 61c. It certainly has had a series of ups and downs.

Tea has had a chequered career. It is one of the prominent articles that advanced shortly after the war began which has maintained its advances more

exceptionally high. Both Ceylon and India have had good crops but the trouble has been to get the crops over to England, and then transhipped to this country. Grocers will remember that some of the package tea men advanced their prices 5c, soon after war broke; later another similar rise occurred. Both of these were in the first year of war. Bulk teas are similarly higher now than at the outbreak of war.

There is hardly any outlook for lower prices in tea. During the last year, however, they have not been monumentally higher, but have suffered a series of fluctuations with a predominating slowly upward movement.

Consider the case of hogs. Dressed hogs were selling at \$12.75 at the outbreak of war. They were not very much affected until May of 1915, when they went up to \$13, but even then did not show any great strength. However, by December, of 1915, they were back at \$14, and by a series of advances went to \$15.50, and \$16.50, which was their level at end of July, 1916; last month. At the time of writing they are priced at \$17. The hog market has been a steadily rising quantity as readers of the market columns of Canadian Grocer well know. Strength in hogs has made all kindred products similarly strong with the result that high prices have been maintained in all meats. There is no outlook for longer prices at present. Considerable export is going on and production has been hampered to a larger extent by internal conditions.

Flour is Higher

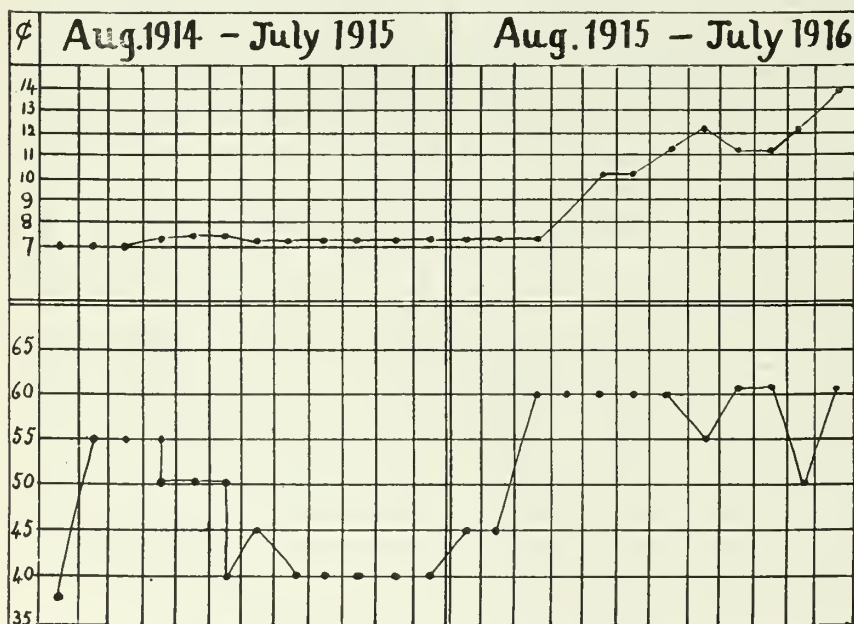
Flour, at the outbreak of war was quoted at \$6.30. It is now after two years of war, quoted at \$7.10. During that time it touched few high spots. In the first year it got as high as \$7.50—that was just at the end of the first year of war, in August, 1915.

In February of 1916 it reached \$8.10 and in May a couple of months ago, reached \$8.40. It has, however, settled again and at the moment of writing is quoted at \$7.10. It is not considered likely that there will be sharp advances this year, from now on, as has been the case before.

NEW DRIED FRUIT RATE

It has been announced that the old rate on dried fruit from California of 90c a 100 lb. on cars of the minimum weight of 60,000, has been advanced to \$1.10 to become operative on Sept. 1st.

E. H. B. Harrison, who for a number of years has been with Watt & Scott, tea and dried fruit importers, in the capacity of salesman, has been appointed to the position of inspector of teas in the Canadian Customs Department at Ottawa.



(Chart showing prices of currants and cream of tartar.)

"Frixas," put out from Greece half a dozen times before she got finally under way on her trans-Atlantic voyage. Most importers in Canada had their Christmas stock of currants coming to them on the "Frixas," and the boat arrived actually too late for many grocers

or less to the present time. At the time of writing it is just a little easier than this time last year, but not much. Very high rates, extra war risks, higher insurance, advanced warehouse charges, and a very serious shortage of labor in England, have all combined to make tea ex-

"Good Goods Sell Themselves"

So Says Walter Paul, a Pioneer in the Canadian Grocery Trade in Montreal—Still Active at Seventy-eight—Story of the Bulletin Board—Governor-Generals Among the Customers—A Motto for the Young Man.

IN his store that is frequently described by competent authorities as the best retail grocery in Canada, Walter Paul, at the age of 78, still exercises the most active direction of the business. That statement is made advisedly. There is no detail of operation that escapes his keen observation. His working hours would shame the best of us. His capacity both for work and variety of it appears unlimited. He is by turns on the floor meeting customers, in the office looking over accounts and deciding policy or out in his car doing the day's buying.

His day begins at 8.15 and ends at 6.30 or later. And probably the chief task and apparently his chief delight is the daily marketing which he attends to in person. The store has a very strong fruit and vegetable department, and Mr. Paul lays the greatest stress on careful buying in this line—all the care being exercised in the direction of getting absolutely the best and freshest fruit and produce that is offered. That one factor of quality is made the prime consideration, and the results are seen in the class of trade attracted to the store. They come in carriages and motor cars, old ladies with their footmen—people who do not stop at a mere matter of price when quality is to be considered. He says he works this way because his health demands that he continue the habits of a life time; but to an impartial observer it would appear that it is sheer love of work and of the business that his own hands and brains have built up since his arrival as an unknown boy so many years ago.

Be that as it may, he is justly proud of his reputation of being the oldest established working grocer in Canada to-day, one who has never been shelved, but who has thought, talked and lived groceries since that day when as a sixteen-year-old boy, he started in the business in 1854 in Glasgow.

The staff in a lesser degree also carry out the idea of long service. They are mostly middle-aged men. They must be when over a dozen of them have seen from 10 to 36 years' service in this store. The manager, John R. Gront, was 18 years of age, when he entered the store years ago. But they are, from Mr. Paul down, the youngest looking "bunch" of elderly men imaginable. And the appearance of the store proves that they think the thoughts of the young, the thoughts that surge with new ideas and improved methods.



WALTER PAUL, Montreal,
Who tells in this article some incidents of
early Quebec grocery days.

A Newspaper Bulletin Board Controversy

The Paul store reeks with tradition and story of the early years. There is that one known to the inner circle as "The Battle of the Board." It has to do with the days when the founder of the business was a grocery clerk, whose especial pride and task was the dressing of the window. The store lay next door to a certain newspaper on whose staff there was a young reporter since risen to first place in Canadian life, who likewise had what he considered a display of prime importance to the little world of the street in the daily news bulletin he so carefully worked out.

Unfortunately, the bulletin board was so placed that its audience unconsciously blocked the view of the adjoining grocery window. This led to expostulation and that having no effect, young Paul carried out an earlier threat and threw the board bodily into the street. Then ensued that "Battle of the Board" when the jealous rivals for popular favor struggled, the one to save, and the other to destroy it. History has recorded but her historian dares not name the winner of the Homeric contest.

Mr. Paul, himself, is very reticent about the old days and the new times. He said: "I arrived in Quebec in '63 four years before Confederation, when Montreal was the smaller city of the

two. In '66 I came to Montreal, and have been engaged in grocery business here ever since. It was about in '77 that the business developed as a caterer to high class trade. Since then the development has been such that it is safe to say that we have served all the people, for part of the time at least, of any note who have lived in Montreal.

"In those early days a young man arriving here had to take a job in the East or go back home. There was no North-West to go to. Also it was easier to get men then than it is now. Communication was more restricted, and transportation a matter of difficulty. Quebec was on the railroad map first. The development of Montreal began when the C. P. R. built up to Ottawa and Quebec. That in turn stimulated the G. T. R. to equal activity.

Enter the Refrigerator

"Even perishable freight in those days lay here for several days at a time. In no respect have the vast changes that have occurred in the intervening years been more pronounced than in the manner of handling of goods. Butter was in tubs and huckets. Ice was unknown for preserving purposes until 1880, and even then for many years in a very crude way. Refrigerators came later and revolutionized this department of trade. But the greatest change of all came with the commercial use of the telephone in the nineties. It opened up absolutely new fields of trade to the retailer and made the impossible not only possible, but a matter of routine, and it remains to-day as ever the chief asset of the progressive grocer who wishes to daily call the customer's attention to his goods.

"The employees of this store are mostly men of long service. That is one of the chief factors in holding a high class trade. It takes five or ten years in a store for a clerk to really know the individual customers, their wants and idiosyncrasies. It is impossible to serve a particular class of trade with new clerks. Constant friction arises and trade is lost. The clerk must know his trade. This is so true that old customers almost always ask for their own clerks, between whom, as the result of years of intercourse, a feeling of real friendship has sprung up.

Caters to the Governor-Generals

"Since the time of Lord Aberdeen in
(Continued on page 25.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING COMPANY
 LIMITED.

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Maclean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXX.

TORONTO, AUGUST 25, 1916

No. 34

TOPEKA GROCERS AND DEAD BEATS

IN Topeka they are getting after the dead beat. The Retail Grocers' Association of that city has applied for permission to enter into the agreement following, which permission was granted by State Attorney-General S. M. Brewster, of Kansas:

"In view of the fact that every branch of industry is organizing for mutual benefit, it behooves the grocers of this city to so strengthen their organization that they may be in a better position to combat any proposed plan that is detrimental to their interests. The high cost of living and the increased expense of doing business necessitates the strictest economy of management. The extension of credit is the principal foe that the grocer has to contend with, and to better safeguard his interests along that line, we, the following named grocers, do agree not to extend credit to any person without first getting a rating from the office. Should the information reveal the fact that said person owes a fellow groceryman an unpaid bill, and no satisfactory adjustment of the account has been made with the credit, we further agree to absolutely refuse to extend credit to said prospective customer. We also agree to report any and all delinquents at least once each month."

This is at once a wise move and a just. CANADIAN GROCER has expressed itself from time to time on the question of dead beats. There are few things more contemptible than the folk who order goods from tradesmen with not the slightest idea of paying. There are many such. They are the real dead beats. The grocer should not be preyed upon. Unfortunately he has a business, the character of which lends itself somewhat to provision of opportunities for customers to defraud. The only remedy is concerted action. Union is strength. Let grocers band themselves together and refuse credit to such as have proven unworthy of it.

ATTEND THE EXHIBITION

IN a very short time the Canadian National Exhibition will be opened again at Toronto. Merchants should endeavor to take in the Exhibition this year and spend as much time there as possible. From news of the features and exhibits already to hand

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto** — 143-153 University Ave.; Telephone Main 7324. **Winnipeg** — 22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York — R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago** — A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston** — C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland** — R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London — The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

this year will be the best yet from the point of what Canada is doing in the way of production, both manufacturing and from natural resources. Members of the trade who have attended the Exhibition formerly, have proved it well worth while to spend the time and the money to come in from out-of-town points. New ideas are suggested by meeting one's fellows in the city and it is good to rub elbows with fellow grocers all over the country to whom Exhibition time is a time for just such rubbing of elbows. Many men come in to the Canadian National Exhibition with the distinct idea of meeting others of their own persuasion. The grocers regard it as a great foregathering. Much good is to be derived from the exhibits. Grocers can keep track of new developments along the lines of manufacturing which may interest them and their trade. Come to the Canadian National Exhibition. Spend a little time there. Go away again equipped with new ideas and with a freshened and brightened outlook on trade and its problems. Be sure that you are there.

AGAINST TRADING STAMPS

LEGISLATION grows apace against trading stamps and kindred devices. From Georgia comes the news that it is intended to establish a law against the use of coupons or trading stamps. In the case of Georgia the proposed legislation suggests doing away with them altogether. In Canada trading stamps and coupons are permissible under certain circumstances, which grocers well know. They may be used, if they are immediately redeemable for their value, which value shall be stated on the face of the stamp. Thus, if a customer of a grocery store receives a trading stamp with her goods she must be

able to redeem it then and there, should she wish, to the extent of the value for which it stands. Trading stamps given with the idea of their being saved until they aggregate a certain number and are worth a total sum are illegal, since they are not immediately redeemable, but only when they shall have made up a certain valued amount. Premiums, generally speaking, are better left alone. Legislation all over the continent seems to be tending towards relegation of these devices once direly effective but no longer usable.

SAVE FOR THE WAR LOAN

SEPTEMBER is almost upon us. In that month the Minister of Finance will introduce another War Loan. The success of the last was itself a sure criterion of the wisdom of the experiment now to be repeated. This war, as never before, is the People's War. The man in the street is vitally interested in its outcome. One way for him to display such interest is by investing in the war loan, thus directly contributing to the furnishing of the requisite money to finance operations. It has been shown in England that a great help has been rendered the Government there by the way in which the working folk have participated in the raising of money to finance the war. In the aggregate the working people of England must have contributed a very large amount. This showed their interest. More, it gave them a new interest, since now not only are their sympathies enlisted, but also their monies. The extent to which Canadians subscribed for the last loan was a general surprise. Every one who did so contribute has that extra interest in the war and its management and conclusion. Another opportunity is at hand. Save for the War Loan.

CHINA—A NEW BUTTER MARKET

UNITED STATES Consul General Thomas Sammons, in a recent report to his Government, written from Shanghai, his station, draws attention to the fact of China's imports of butter. He points out that the greater part of butter heretofore imported into Russia has come from Siberia, Australia and New Zealand. Little, says he, has come from European countries. During 1914, the latest year for which detailed statistics are available, the total importation was about 1,894,000 pounds, valued at \$477,598. Siberia and the Antipodean colonies contributed about (roughly) 1,200,000 pounds, a total value, of \$319,617. This leaves a balance credited to European countries chiefly of 611,400, worth \$157,081. Of this one lot amounting to about a third came through Hong Kong. It may safely be credited to European countries and America. In America, Canada, to a certain small extent, is included.

Why not Canadian butter to China? Butter, it is true, is not in general use there. Nevertheless it

has considerable vogue amongst European and other foreign elements and also among the better class Chinese. Canada has been receiving occasional cases of eggs from China of recent years. Why not establish a trade reciprocity, paying for Chinese eggs in Canadian butter. Canadians appreciate Chinese eggs. Doubtless the heathen Chinese could be awakened to a delightful realization of the taste of Canadian butter. Here, it would appear, is a new market. It might profitably be developed. Butter exports generally are slightly ahead this year. In the opinion of men competent to know, China is a good market for butter.

EDITORIAL BRIEFS

HELP the other fellow and boost yourself.

* * *

COURTESY which is but a lying veneer is deadly.

* * *

SANDPAPER your words and sugar your thoughts.

* * *

THE FAITH that will move mountains will also make sales.

* * *

THE VIRTUE that attaches to the teetotaler will soon be a thing of the past.

* * *

TWO CATCH phrases that go right together—Better Business, Bust the Bosche.

* * *

PROBS. for next week: Fair, warm, hot, humid, stifling, melting. In fact, no change.

* * *

STOCK Goods the People Want. There you have it. Five words and they contain the real, inner secret of selling success.

* * *

AMONG the phrases which have fallen into disuse will soon be the following pet phrase from letters of application: "I am temperate and of good habits."

* * *

1916 IS OUT after every record going—smashed the cold records in March, then knocked figures for rain into a cocked hat and now working old Sol overtime to bust the records for heat and humidity.

* * *

A BILLION dollar crop! There's magic in those words. They spell prosperity at home and, more important still, plenty of food for the Mother Country and plenty of money to keep the War of Exhaustion going.

* * *

YOU CAN read books on salesmanship by the dozen, imbibe whole volumes of business gospel, listen to plausible platitudes and thoughtful theorizing; but the real secret of success in retail merchandising can be found in one heading in this issue—Stock Goods the People Want.

Criminal Offence to Give Reward

Law Does Not Permit Private Individuals to Even Suggest That Reward Will be Given For Return of Stolen or Lost Goods—Liable to Penalty of \$250 For Such an Offence—Theft Defined.

Prepared for Canadian Grocer by Walter E. Lear. Registered in accordance with the Copyright Act.

EDITOR'S NOTE.—This is the fifth of the series written for Canadian Grocer by Mr. Lear bearing on the criminal law and its application to commercial transactions. Instances here cited are those of decisions in actual cases and the law bearing on the same as interpreted by the courts. The article deals with the status of husband and wife in the joint ownership of property, theft of electricity and gas, keeping stray animals, assault to force payment and advertising a reward for stolen property. These are most interesting phases of everyday relations and incidents. Merchants will find this article most interesting and its contents most valuable.

IN previous articles the hearing of criminal law on commercial transactions has been developed, particularly with regard to what constitutes a theft. The merchant faces this problem very frequently and there are so many angles and slants, so many queer turns that circumstances may take, so many subterfuges and devices, that the merchant should understand the law as fully as possible.

In the following article some of the unusual phases of theft are taken up and explained. This will complete the discussion of the nature of theft and future articles will deal with specific legal problems directly applied to commercial transactions.

Sect. 44.—Theft of Gas.

A rather interesting case, (R.v. White, 1 Den. C.C.R. 203), wherein the question of what constitutes a fraudulent taking arose, was tried at Berwick-on-Tweed. A man named White was indicted for stealing five thousand cubic feet of gas belonging to the Berwick Gas Company. The prisoner so contrived to fix a pipe of his own as to cause the gas to rise to the burners without passing through the Company's meter, and thus, by burning a greater quantity of gas than he paid for, he defrauded the company. The Court of Criminal Appeal decided that the prisoner by this contrivance fraudulently took the gas, and therefore was properly convicted of theft. Similar cases have happened since and will



WALTER E. LEAR

likely happen again, but this is the leading case on the subject.

Sect. 45.—Theft of Electricity

Section 351 of the Criminal Code enacts that, "Every one commits theft who maliciously or fraudulently abstracts, causes to be wasted or diverted, consumes or uses any electricity."

Sect. 46.—Automatic Sale Machines

A company placed in a public passage an automatic box, which was so constructed that, upon placing a penny in it through a slot a cigarette would be thrown out of it. The defendant in R.v. Hands, 16 Cox 188, instead of putting a penny into the box, put into it a metal disc of the size of a penny and so obtained a cigarette. He was held guilty of theft.

Sect. 47.—Theft by Husband or Wife From the Other

It may be useful to the merchant to know that section 354 of the Criminal Code provides that, "No husband shall be convicted of stealing during cohabitation, the property of his wife, and no wife shall be convicted of stealing, during cohabitation, the property of her husband; but while they are living apart from each other either shall be guilty of theft if he or she fraudulently takes or converts anything which is, by law, the property of the other in a manner which, in any other person, would amount to theft."

So if a wife take her husband's goods or a husband take the goods of

his wife, no matter how cruel and unjustifiable their conduct may be, and sell them or give them away to another, she or he cannot be convicted of theft, but if some other person assists her or him in so doing, that person is guilty of theft by sub-section 2 of the above section 354, which reads as follows, "Every one commits theft who, while a husband and wife are living together, knowingly assists either of them in dealing with anything which is the property of the other in a manner which would amount to theft if they were not married, or receives from either of them anything, the property of the other, obtained from that other by such dealing as aforesaid."

Sect. 48.—Taking Without Color of Right

Where any person charged with theft pleads that he took the goods under a fair claim of right to them, if he substantiates his defence sufficiently to create a reasonable doubt in the mind of the jury, then he must be acquitted, because the taking of another's goods, in order to be theft, must not only be wrongful and fraudulent, but it must also be without any color of right. One may take another's goods by mistake, by heedlessness or accident, as when the goods of one person get mixed up with those of another, or under such other circumstances as negative the presumption that the intent of the taker was fraudulent.

Sect. 49.—Stray Animals.

Where the owner of land takes a horse doing damage in his field, or seizes it as an estray, though perhaps without title, yet these circumstances explain the intent, and show that it was not felonious. Thus if the sheep of A stray into B's flock, and B not knowing it, drives them home with his own flock and shear them, this is not theft.

but it would be otherwise if B did anything for the purpose of concealing the sheep of A, for that would indicate that B drove them to his own home knowing them to be the sheep of another, (1 Hale 506).

Sect. 50.—Malicious Prosecution.

Too great caution cannot be exercised in cases in which there is any room for doubting the criminal intent, before any one is subjected to the pain and ignominy of a prosecution. Indeed, it should always be remembered that where a criminal charge is rashly made, and without good grounds to show a fair and reasonable probability that he who is charged has committed an offence, the consequences, in the shape of an action for false arrest, are sometimes very serious.

Sect. 51.—Motive of the Thief

The ulterior motive by which a thief is influenced in depriving the owner of his property altogether, whether it is to benefit himself or another, or to injure any one by the taking, is immaterial. And you will agree with me, it would be very absurd were it otherwise. If a man, actuated by malicious feeling, take your property against your will, surely it matters not, in a moral point of view, whether his ulterior disposition of it be for his own pecuniary benefit, or to gratify his revenge: the result is the same—your detriment.

In the case of *R.v. Cabage, Russ & Ryan* 292, The prisoner, in conjunction with the wife of a man who was charged with stealing a horse, went to the stable of the owner, took the horse out, and backed it into a coal-pit. It was objected for the prisoner, on an indictment for stealing the horse, that it was not taken for the purposes of theft, the object not being gain to the taker. The prisoner was convicted, the Court holding the taking fraudulently, with an intent to wholly deprive the owner of the property was sufficient to constitute the offence of theft.

Sect. 52.—Assaulting Debtor to Force Payment.

Where a creditor assaulted his debtor and then and there forced him to pay his debt, it was held in *R.v. Wade*, 11 Cox 549, not to be theft as the creditor had no intent to steal. However, the creditor would be liable for assault.

Sect. 53.—Restitution of Stolen Property.

I now wish to inform you that our Criminal Code empowers the Court to order the restitution to the owner of the property of which he has been deprived by theft.

Section 1050 of the Criminal Code provides. "If any person who is guilty of an indictable offence in stealing, or knowingly receiving, any property, is indicted for such offence, by or on behalf of the owner of the property, or

his executor or administrator, and convicted thereof, or is tried before a judge or justices for such offence under any of the foregoing provisions and convicted thereof, the property shall be restored to the owner or his representatives."

"(2) In every such case the court or tribunal before which such person is tried for any such offence, shall have power to award, from time to time, writs of restitution for the said property or to order the restitution thereof in a summary manner."

"(3) The court or tribunal may also, if it sees fit, award restitution of the property taken from the prosecutor, or any witness for the prosecution, by such offence, although the person indicted is not convicted thereof, if the jury declares, as it may do, or if, in case the offender is tried without a jury, it is proved to the satisfaction of the court or tribunal by whom he is tried, that such property belongs to such prosecutor or witness, and that he was unlawfully deprived of it by such offence."

Sect. 54.—Advertising Reward for Return of Stolen Property.

I also add the section which forbids, under penal consequences, the advertising a reward for the restoration of stolen property, accompanied either directly or indirectly with an intimation that the thief shall not be prosecuted. The compromising or compounding of an offence is punishable much more severely, namely, by imprisonment and fine. Justice abhors everything in the shape of interference with its due and impartial administration;—if a crime be committed, the whole body of society is aggrieved, and the atonement which is demanded and required is not of a private but of a public nature.

Section 183 of the Criminal Code reads as follows, "Every one is liable to a penalty of two hundred and fifty dollars for each offence, recoverable with costs by any person who sues for the same in any court of competent jurisdiction, who—

"(a) Publicly advertises a reward for the return of any property, which has been stolen or lost, and in such advertisement uses any words purporting that no questions will be asked; or

"(b) Makes use of any words in any public advertisement, purporting that a reward will be given or paid for any property which has been stolen or lost, without seizing or making any inquiry after the person producing such property; or,

"(c) Promises or offers in any such public advertisement to return to any pawnbroker or other person who advanced money by way of loan on, or has bought, any property stolen or lost, the money so advanced or paid, or other

sum of money for the return of such property; or

"(d) Prints or publishes any such advertisements."

Prosecutions under sub-section (d) must be commenced within six months from the date of the commission of the offence, by section 1140 of the Criminal Code.



GOOD GOODS SELL THEMSELVES

(Continued from page 21.)

'97 or '98 we have had the trade of all the Governor-Generals on the occasion of their visits to Montreal, which are frequent and long. Naturally considerable importance is attached to this trade. It identifies the store with the most desirable trade in Canada, and makes it fashionable to trade here. No particular effort was made to get the Governor-Generals' custom. Like Topsy, it just 'grewed.' Undoubtedly a reputation for quality in goods and service must have influenced the decision in coming to us. This business is cared for by detailing a man whose whole time is devoted to it during the Governor-General's stay in the city. He calls daily for orders and exercises the most scrupulous care as to the quality of the goods sent out. And this in turn has been the foundation of the store policy: quality in everything. The price will then look after itself. People will pay for the best. Their search is less for cheap bargains than good quality, especially in the case of a wealthy trade; but it is proportionately true of all. And the quality of the goods bought determines all that occurs afterward. Even a good clerk and service can only sell poor goods once. But good goods sell themselves, in spite of poor clerks and service. This argument is particularly true of perishable lines, such as fruit. The rule here is to have absolutely the best on the market. If a lot is bought and another merchant is reported to have better goods, the whole consignment is disposed of to wholesalers and replaced by some of the better quality. I cannot afford to allow it to be said that better goods can be purchased elsewhere. It is a rule here that no one else shall have better goods.

"Even more important than quality in merchandise is honesty. If I had the opportunity to reach every young man in this country engaged in any business, the one great axiom I would teach would be: 'Honesty is the best policy.' Sixty-two years of active buying and selling cannot have passed without unrolling before the imagination a screen of memories. And they all point to this: Looking at it from any standpoint, selfish or otherwise, honesty in all our relations with other people, customers or otherwise, is the surest insurance of a peaceful mind and material gain."



THROUGH OTHER SPECTACLES



ABOUT CURRANTS

(From "New England Grocer.")

The currant crop of Greece, the chief item of export, is raised in its westernmost islands and along the shores of the Gulf of Lepanto. Zante was formerly the most important depot for the export of this fruit, but of late years Patras has gradually been gaining in its exports, and is now the centre of this trade, without which Greece would scarcely have any commerce worth mentioning. England is the great market for currants, and English plum puddings are the ultimate destination of by far the greater quantity. The story is told of a Greek lady who, in conversation with Sir Charles Napier, spoke of the English appetite for plain pudding, and remarked: "We pray heaven your countrymen may never lose this taste, for in that event we should all starve." It is curious that the prosperity of any country should depend upon the production of such an unimportant item in the world's economy.

The Greek currant is really a species of grape, and a currant vineyard looks like any other vineyard, except that the vines are, perhaps, not quite so large, and are set and trimmed a little closer than in an ordinary vineyard. They are propagated from cuttings, which take from two to three years before beginning to bear, and it is five or six years from the time of planting before a vineyard arrives at full bearing, after which it lasts many years. The vines are set in rows four or five feet apart, and about the same distance from each other in the rows; while young they are supported by sticks driven into the ground, and are trimmed and trained on trellises, so as not to grow much above an even height. A curious feature of currant culture is that the vines are girdled each year, being cut entirely around and completely through the bark, at a distance of perhaps one foot from the ground. Such treatment would kill an ordinary plant, and, when this practice was begun, it was prophesied that it would have that effect in course of time, a result, that, however, has not been experienced in practice. The object to be attained is to increase the size and quantity of the fruit, which is undoubtedly accomplished. The theory, as explained to me, is that the sap rises through the centre of the woody stalk until it reaches the branches, leaves and fruit, when it returns by the bark or the woody fibre nearest the bark.

In its descending course, upon reaching the spot where the plant is girdled, its progress is stopped, and it is obliged to reascend and exhaust itself in the fruit. It is said that not only is the size of the fruit improved by this practice, but the amount of saccharine matter is also largely increased, which is considered a desideratum. The quality of the soil, however, has much to do with this, and different districts vary considerably in this respect. August and September are the months for gathering and curing. The bunches are picked and spread out to dry on little terraces of smoothly compacted earth, sloping toward the west, so as to get the full effect of the afternoon sun. They remain here six or eight days, according to the weather, when they become much dried and shrivelled; they are then stripped from the stems, and after a further exposure of two or three days, are sufficiently dried to be packed.

GLORY OF WHALING IS PAST

(National Geographic Magazine.)

At the outbreak of the American Revolution and for a period of seventy-five years following, whaling was the most important branch

of American fisheries. From 500 to 700 vessels sought whales in all the oceans and seas of the world, and in one year New Bedford alone sent out 300 vessels, whose cargoes of bone and oil were the basis of the industrial life of the city.

The pursuit of sperm whales reached its climax in 1837, when oil valued at nearly \$4,500,000 was brought in, mostly from the South Pacific. The height of the industry was in 1846, when 70,000 persons derived their support from whales and 720 vessels, valued at \$21,000,000, were engaged in their taking.

For more than fifty years the fishery has been declining, and in numerous ports that once derived most of their wealth from the industry there have for a long time existed only memories of former greatness. The present importance of the whale fishery amounts to less than 2 per cent. of the American fisheries.

HOW TO BUY MEATS

(Philadelphia Health Board Bulletin.)

Meats spoil very rapidly during the hot weather, especially if not properly preserved by ice. The ingestion of partly spoiled or decomposed meat is responsible for a large number of intestinal complaints. Cooking, however, kills many of the poisonous germs and their toxins, but in some instances the toxic products are not destroyed in the process of cooking and, therefore, may give rise to symptoms of ptomaine poisoning. This is particularly true of sausage, cooked meats which have not been kept cool, shellfish and salads containing chopped meats.

Some persons are very susceptible to the effects of foods with beginning putrefaction, while others may even show ill effects from fresh meats during the heated season, this being due to a peculiar sensitiveness to protein foods. Such persons should eat sparingly of meat at this time of the year.

The sale and use of spoiled meats can largely be avoided if the housekeeper will learn to detect such foods as outlined in the following descriptions:

Fresh beef should be of a rosy red color, with cream colored, firm, elastic fat, and scarcely moist when touched with the finger. Do not buy wet, flabby beef that is pale or purple.

Lamb or mutton should be firm, close-grained and light red in color, with fat that is white and hard.

Fresh veal is pale red (unless milk-fed, when it is light) with firm white fat between the muscles and surrounding tissues and scarcely moist to the touch. Bad veal is soft, mushy, sticky and has a very red tinge, while the fat has a grayish lead color.

Good pork is solid, has pure white fat and pink flesh. Do not buy pork that is soft and yellow.

INTERESTING HOUSEWIVES IN COFFEE ROASTING

(From the "Spice Mill.")

Every housewife in Oklahoma City was invited to visit the wholesale grocery establishment of Carroll, Brongh & Robinson, one recent Thursday morning, and enjoy a view of an up-to-date coffee roasting plant just installed and having a capacity of turning out a product of sufficient amount to make 750,000 cups of coffee each day. As this scheme possessed the element of novelty, The Spice Mill solicited the firm to express their opinion as to its outcome, which they courteously did in the following words:

"We feel a little modest in 'tooting our own horn' on things of this kind, but we did advertise such a proposition and we considered it quite a success. It was one of the most pleasant Thursdays that we have had for a long time. There is nothing makes any gathering so pleasant and successful as the presence of the ladies, and this was no exception to the rule. We gave away, as a souvenir, to each lady that came to view our plant, one full pound of our 'First Pick' brand coffee—which is our top label.

"We believe such an undertaking is a good thing, as in this day and age there is, as you know, a great wall against most anything that is not sanitary and up-to-date, and we have done the best we could toward eliminating everything undesirable throughout our entire plant. Just whether or not this scheme would be a success in other parts of the country is more than we have a right to say, but we do believe that it is well worth the effort and double the cost, and we are thinking seriously of repeating this invitation at a not far distant date."

HOW IT WORKS

(From the Barrie Examiner.)

A few years ago a good system of delivery was inaugurated in Barrie by the grocers, but of late it has not been enforced. Below is outlined again the system, which if given consideration by the customers would be of great benefit to the grocers, especially during hot weather. Indeed the difficulty they find in securing help makes it necessary to adopt the system more effectively.

For an example of this practice we have only to instance the largest and best grocers in the cities. They adopt a systematic delivery. It is impossible to send out orders sent in at all hours and get satisfactory delivery.

Here is the schedule of deliveries adopted by the local grocers a few years ago. Orders taken in the morning before 11 a.m. are delivered before 12 a.m. Orders taken after 11 a.m. are delivered before 3 p.m. Orders taken between 1 p.m. and 4 p.m. are delivered before 6 p.m. Orders taken after 4 p.m. are delivered before 10 a.m. the following day. Special delivery can be arranged for on the same principle as special postage.

TO PRESERVE SHOWCASES

(From "Playthings.")

'Heat or contact with hard or heavy bodies causes small cracks to appear and spread rapidly. If not almost immediately attended to, these will become of practically unmanageable size. The best way of preventing the spreading of cracks like this is to draw a short, deep scratch at right angles to them with a glass cutter.

"There are some merchants who prevent the enlargement of cracks in their cases by cementing a small, thin, piece of wood to the glass at right angles to the crack. To all intents this answers the same purpose as does the cross scratch above mentioned, but certainly it spoils the appearance of the case. The original crack would not detract from the looks as much as patches on the case.

"Dealers should take care to keep the wooden parts of their cases in proper condition, for even the cleanest and clearest glass is not very attractive when held in place by a scratched or dingy frame. Scratches of the slighter sort can be usually concealed on polished wood surfaces by the application of a woollen cloth saturated with a mixture of linseed and turpentine."



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

In order to facilitate the carrying of fish to Montreal, the Department of Marine and Fisheries has arranged for a special fish car to leave Mulgrave, N.S., for Montreal every Monday. Fish will be loaded from Canso and Halifax. The car is a regular express car divided in two, one half insulated to carry 6,000 pounds of iced fish and the other half to serve accommodation to points west of Montreal.

The local bakers held their annual picnic at Otterburn last week. At nine in the morning, 900 strong, they entrained at the Bonaventure Station on two special trains, returning at 7 o'clock in the evening. The bakers were accompanied by their womenfolk, and the day was spent in dancing and other amusements. Mr. Dent Harrison and Mr. William Strachan were in charge of the arrangements.

Ontario

Thomas Yerax, grocer, London, has sold out to Miss E. C. Barber.

J. Stokes, London, has opened a new grocery store corner Bluefriars street.

Thos. J. Carney has opened a new grocery and butcher business at 65 Wilson avenue, London.

James Ruddy, baker and confectioner, London, has opened a branch store at 308½ Dundas street.

C. O. Gardner, grocer, London, has sold his business property to the Misses Weston of the same city.

The death of Albert A. Schnurr, for many years general storekeeper in Linwood, took place recently.

Robert Ross, of R. A. Ross & Son, grocers, London, has joined the traveling staff of the Steele Fruit Company, London.

H. R. Ranahan, grocer, London, and first vice-president of the London Retail Grocers' Association, has been laid up lately with appendicitis.

The firm of Kelly & Hughes, Sombra, has dissolved partnership. Mr. Hughes assumes the management of Morrison's confectionery in Sarnia.

J. A. Stanley, of Stanley Brothers, general merchants, formerly of Ballymote, Ont., has bought the grocery business and store of W. J. Reid, of London.

Mrs. Geo. Tier, grocer, London, has sold her grocery stock to Thornton Brothers, who have opened a grocery

store in connection with their hardware business.

Archibald Wallace, a well-known grocer of Belleville, died aged 64 years. Deceased was an ex-alderman of the city, having been for some years a representative of Baldwin Ward in the council.

The premises of the Collingwood Packing Company was totally destroyed by fire. The fire spread with lightning rapidity, and the splendid plant—for years the pride of Collingwood—was doomed for destruction.

Geo. Larkworthy, a former merchant of Stratford, opened a grocery and meat market in that city. Mr. Larkworthy, who has been in the West for the past five years, will be assisted in the business by his sons, and the firm will be known as Larkworthy's Market.

An enormous tarantula which had made its nest in part of a bunch of bananas, was discovered by a clerk in a grocery store in Sarnia, and was in exhibition, preserved in alcohol in a glass jar. The clerk narrowly escaped being bitten by the poisonous spider.

For the first time for months the Labor Department at Ottawa reports that there was a downward tendency in prices. During the month of July there was a slight drop in the index number of wholesale and retail prices. A list of 30 staple foods cost \$8.46 as compared with \$8.51 in June, \$7.80 in July, 1915, and \$7.42 in July, 1914.

H. B. Macdonnell died at his home in Toronto on August 5th. His funeral took place at Collingwood, where he lived some years ago. He was 59 years of age at the time of his death. The late Mr. Macdonnell was managing director of McCaskey Systems, Limited, with which firm he had been connected for the past seven years. Mr. Macdonnell's illness was of very short duration and came as a shock to his staff and employees by whom he was greatly revered and highly regarded.

All growers of potatoes in North York complain of this year's results. The crop has on the whole turned out poor in comparison with previous years for the North York district. The damp weather early in the season prevented good growth of the tubers and the exceptional dry weather that followed so soon after the rains ceased helped to make matters worse. There is also a

little blight reported, though spraying is pretty general. Many root growers are considering the advisability of changing the seed for next year.

Western Canada

After a three months' trial of the daylight saving scheme the City of Calgary has reverted to the former method of doing business on standard time.

H. L. Perry of the H. L. Perry Co., Commission brokers, Winnipeg, has been in Toronto this week. He intends going to Montreal the beginning of next week.

The salmon situation at the coast continues unsatisfactory. The sockeye catch is short everywhere. Vancouver advices are to the effect that about the beginning of the present month the pack then was 160,000 cases. The red pack in Western Alaska is reported as being somewhat in excess of normal, and on Puget Sound conditions are a little better than in the British Columbia waters. Shipments to England are heavy, and it looks as if the entire pack would be cleaned up by the end of November.



TO KEEP BUTTER SWEET

A correspondent in Strassburg, Sask., writes to ask what he can put into butter to keep it sweet in warm weather. He states that he has heard sugar and saltpetre are good, but does not know what proportion to use.

The only way in which butter stocks can thus be protected and still keep within the law is to add a little salt and pack the butter into solids, putting a covering of salt and water over it, and placing the box in sawdust. The "Act to Regulate the Manufacture and Sale of Dairy Products and to Prohibit the Manufacture or Sale of Butter Substitutes" provides that:

"No person shall melt, clarify, refine, re-churn, or otherwise treat butter to produce what is generally known as 'process' or 'renovated' butter, nor add any milk or cream to butter." The penalty for violation of this regulation is a fine not exceeding \$400.



Canadian National Exhibition City has its own post offices, telegraph and express offices, police station, fire department, hospital, bank and electrical plant.

General Tendency Towards Higher Prices

Important Price Changes From Various Buying Centres — Scarcity of Fresh and Salt Water Fish—Important Changes on Canned Goods—B. C. Pack Below Last Year.

Office of Publication, Toronto, August 26, 1916.

WITH the continuation of hot weather there has been a good demand for cooked meats and other popular summer foods. The general tendency of the market is upwards. Butter has advanced. There are prospects of higher prices on eggs and cheese, both of which are firmer.

The canned goods market is firm at the recent advances. Increased freight rates are playing an important part in causing advances on many imported lines.

In the fish market there is a tendency to firmer prices in whitefish and trout. Western salmon continues scarce.

The sugar market is uncertain. Reports from New York indicate that there is a better tone in the market in that centre. Buyers are showing more interest. Some sugar dealers express the opinion that the only thing that would start sugar moving this fall would be a good crop of fruit, which may cause people to preserve more fruit than they have during the past two months. Market prices on coffee are holding firm and there has been a good demand for this season of the year.

Mace has increased considerably in price during the past week and is very scarce. Transportation is affecting the supply which comes almost entirely from Penang in the Straits Settlements. White pepper has advanced 2 cents per pound. Cream of tartar is easier, but declines in price are not expected for another month. Winnipeg prices on canned goods have advanced following the advances in the East reported in last week's issue of CANADIAN GROCER. There is a great variation in the prices of canned tomatoes quoted by various wholesalers at Winnipeg.

Quebec Markets

Montreal, Aug. 23.—The general tendency of the markets has been for higher prices all the way round. As one merchant remarked "Wheat seems to be the barometer at present, and everything is going up in sympathy." Undoubtedly the wheat situation has had some effect, but there are other influences at work besides, namely a good demand owing to a better circulation of money especially in the country districts and munition areas, and to shortages in crops. Although flour remained steady, oats have jumped, as well as feed wheat. Butter has gone up, cheese also, and eggs may. All due to falling in receipts. Hogs continue firm while there is a scarcity in fresh and salt water fish. Molasses, too, have advanced. The canned market is firm with advances in salmon and vegetables. Packing materials are dearer, there is a scarcity of labor, and there is the coming heavier freightage charges to be considered. Export is heavy, while in

fish there is a scarcity of yield. As one merchant said, "Just fancy I remember the time when I have paid 10 and 15c for a can of lobster. Just think of the price now." One word of warning should be given, and that is the opinion held by many that the advances in the markets generally are not quite justified. This is a dangerous situation, and merchants in their buying should act with caution.

As a final blow we have to report an advance of $\frac{1}{4}$ c in wrapping paper.

Importations of Teas

An interesting point in connection with the wonderful British control of the seas is made apparent in connection with the importation of teas, figures of which have just come to the hands of local imports. In 1914 Austria imported 490,946 tons from China and Germany 1,495,645. In 1915 and 1916 their importations were absolutely nil. This is as fine an evidence of command of the seas as could be obtained. Besides but for this we would probably be suffering from much higher prices.

Refiners Advanced Prices

SUGAR.—Again there is no change in the local market, despite the strained

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Hogs continue firm.
Butter advances further.

FLOUR AND FEED—

Flour remains steady.
Oats have advanced.
Feed wheat higher.

FRUITS AND VEGETABLES—

Vegetables advance in price.
Fancy seeded raisins advanced.
Soup peas scarce.

FISH AND OYSTERS—

Scarcity of fresh and salt water fish.
Salmon has advanced.
B.C. pack below 1915.

GENERAL MARKETS—

Molasses have advanced.
Packing materials dearer.
Wrapping paper advanced.
Syrups are strong.
Peppers advanced.
Shelled walnuts advanced.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour holds at high level.
Heavy demand for mill feed.
Cornmeal advances.
Wheat prices fluctuating.

FRUIT AND VEGETABLES—

Fruit scarce.
Canadian melons plentiful.
Vegetables in poor supply.
Peaches in better quantities.

FISH AND OYSTERS—

Western salmon scarce.
Whitefish and trout firmer.
Halibut lower.

PRODUCE AND PROVISIONS—

All cooked meats up.
Butter advances 2c.
Cheese up 1c.
Eggs unchanged.
Poultry prices down.

GENERAL GROCERIES—

Sugar market steady.
Dried fruits weaker.
White pepper up 2c.
Mace advances 35c.
Canned goods firm at high level.

MANITOBA MARKETS.

FLOUR AND CEREALS—

First patents still 88.
Wheat bringing \$1.50 bushel.
Rolled oats still \$2.50.
Package oats now \$3.90 case.
Feed strong; mixed chop, \$34.

PRODUCE AND PROVISIONS—

Hog markets firm at \$12.
Cured meats continue high.
No. 1 creamery, 30-31c; No. 2, 29-30c.
Eggs little changed—24-25c.

FRUITS AND VEGETABLES—

Tokay grapes expected, \$3.25-\$3.75.
B.C. and Ontario tomatoes in.
Lemons sell fair at \$10 case.
Peaches dropping in price.
New B.C. potatoes 2c per lb.

FISH AND POULTRY—

Salmon firm, due to shortage.
Halibut scarce, but still 11c.
Trout scarce, brings 13c.
Poultry arriving more freely.

GENERAL GROCERIES—

Canned goods opening higher.
Freights will send salmon up.
Old pack vegetables going up.
Fard dates hard to get.
Sugar market doubtful.
Tapioca and sago prices vary.
Split peas jumping to \$5.75.
Corn syrup up; cane syrup down.
New prices on molasses in tins.

conditions in New York, but the present feeling is very bullish. The fight between the refiners and the great Cuban syndicate who hold about 400,000 tons, all that is apparently offering before the new crops arrive, still continues. Refiners have advanced their price a point and are willing to buy at $4\frac{3}{4}$ but the holders will not sell at less than $4\frac{3}{4}$. The refiners say they have enough stocks for present necessities, the holders say that they have not. It is simply a trial of strength between the two factions. It is impossible to say which will give in first. In the circumstances it would not be advisable for merchants to speculate, on the other hand it would be foolish to run stock too low in the hope of a break up in the deadlock.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 80
20 lb. bags	7 90
2 and 5-lb. bags	8 10
Extra Ground Sugars—	
Barrels	8 15
50 lb. boxes	8 35
25 lb. boxes	8 55
Yellow Sugars—	
No. 1, 100 lb. bags	7 40
Dark yellow, 100 lb. bags	7 20
Bright yellow, bbls. only, cwt.	7 65
Powdered Sugars—	
Barrels	7 95
50 lb. boxes	8 15
25 lb. boxes	8 35
Paris Lump—	
100 lb. boxes	8 40
50 lb. boxes	8 60
25 lb. boxes	8 70
Crystal Diamonds—	
Barrels	8 40
100 lb. boxes	8 50
50 lb. boxes	8 60
25 lb. boxes	8 80
Cartons	9 25
Half cartons	9 95
Crystal Dominoes, cartons	9 45

Molasses Prices Advanced

MOLASSES AND SYRUPS.—The shortage of molasses stocks to which we have referred has at last been reflected in quotations, and prices have advanced 3c. The market is undoubtedly in a very bullish condition on account of the 1916 Barbadoes crop all being sold, so that the present shortage of stock will get worse, especially as the demand is very good, and prospects are for an increase in strength rather than a decrease. The agricultural districts are especially heavy buyers. In fact they are far ahead of the towns and cities. Syrups in sympathy with the raw market are also very strong, with the maintenance of a steady demand. Prices are however unchanged.

	Prices for	Fancy.	Choice.
		Island of Montreal.	
Barbadoes Molasses—			
Punchbeens	0 62	0 54	
Barrels	0 65	0 57	
Half barrels	0 67	0 69	
For outside territories prices range about 3c lower.			
Carload lots of 20 punchbeens or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.			
Corn Syrups—			
Barrels, per lb., 3½c; ½ bbls., 4c; ¼ bbls.	0 04½		
Pails, 83½ lbs., \$1.95; 25 lbs.	1 40		
Cases, 2 lb. tins, 2 doz. in case	2 65		
Cases, 5 lb. tins, 1 doz. in case	3 00		
Cases, 10 lb. tins, ½ doz. in case	2 97		
Cases, 20 lb. tins, ¼ doz. in case	2 85		
Cane Syrups—			
Barrels, lb., 5¼c; ¼ bbls.	0 05½		
Cases, 2 lb. tins, 2 doz. in case	4 80		

Fancy Seeded Raisins Higher

DRIED FRUITS.—As is only natural the market is quiet with an average

amount of buying. Nothing untoward is noted in the crop prospects, although it is expected that when the fall demand shows its full strength that prices will show a tendency to stiffen in common with almost all other lines. The conservative attitude of the jobbers is maintained, and there is nothing to show that their hands will be forced for some time. The only change is that Fancy seeded raisins have advanced $\frac{1}{4}$ c.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 09½
Apples, choice winter, 50-lb. boxes	0 09
Apples	0 15
Apricots	0 14
Nectarines, choice	0 11½
Peaches, choice	0 08
Pears, choice	0 13½

DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currents—		
Filiatras, fine, loose, new	0 14	
Filiatras, packages, new	0 15	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Fardis, choicest	0 12½	
Hallowee, loose, new	0 09½	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 10 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	
Cal. layers	0 10	
Cal. fancy, table, 10 lbs.	1 50	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 13
40 to 50, in 25-lb. boxes, faced	0 10½	0 10½
50 to 60, in 25-lb. boxes, faced	0 10	0 10
60 to 70, in 25-lb. boxes, faced	0 09½	0 09½
70 to 80, in 25-lb. boxes, faced	0 09	0 09
80 to 90, in 25-lb. boxes, faced	0 09	0 09
90 to 100, in 25-lb. boxes, faced	0 06	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscateles, loose, 3-crown, lb.	0 09	
Muscateles, 4-crown, lb.	0 09½	
Cal. seedless, 16 oz.	0 12½	
Fancy seeded, 16 oz. pkgs.	0 10½	0 11½
Choice seeded, 16 oz. pkgs.	0 10½	0 10½
Valencias, selected	0 11	
Valencias, 4 crown layers	0 11½	

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Prices Remain Firm

DRIED VEGETABLES.—No relief is in sight for the dealers as the new crop will not be ready until November, and the prospect for the new stuff is, at present, not any too good. Prices therefore remain very firm, although no changes are announced this week. American supplies offer no relief as the crop in the States is likewise poor, and prices across the border are even higher than they are here. Peas are firm, with a fair shipment from the Province of Quebec. There is little likelihood of any reaction in prices especially in soup peas as there is a scarcity. There is plenty of the old Ontario crop here, but they are not good sellers, owing, so it is said, to the opinion that they are not good boilers.

Beans—		
Canadian, 3-lb. pickers, per bushel	6 00	
Canadian, hand-picked	5 90	6 50
Canadian, 5-lb. pickers	5 60	
Yellow eyes, per bushel	5 70	
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 98 lbs.	5 00	6 25
Barley, pot, per bag	3 25	
Barley, pearl, lb.	0 04½	0 05

Peppers Advanced

SPICES.—Our report last week on black peppers was apparently too bear-

ish, and prices generally are considered to be more approaching previous quotations and therefore we mark pepper at the previous figure 28c. Cassia shows a stiffening tendency of 2c. The market generally is a shade more active, and there is more color to the trading. It is likely that the effect of the crop shortages will be only gradually felt, but that it will be felt eventually there is little doubt. The present visible supply is in very much stronger hands than it was. Apparently the whole situation depends upon the regularity of the shipping, which the war situation influences like other commodities.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 09	0 23
Cassia	0 27	0 87	0 37
Cayenne pepper	0 28	0 45	0 35
Cloves	0 30—0 32	0 90	0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cocbin	0 25	0 15	0 31
Ginger, Jamaica	0 28	0 15	0 23
Mace	0 80	0 45	0 38
Nutmegs	0 45—0 45	0 85—0 93	0 38
Peppers, black	0 28	1 15—1 20	0 37
Peppers, white	0 22	0 95—1 20	0 29
Pastery spice	0 18—0 22	0 22	0 22
Pickling spice	0 21—0 23	0 22	0 22
Turmeric	0 21—0 23	0 22	0 22

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	0 13	
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	12 15	

Shelled Walnuts Advanced

NUTS.—The market generally remains firm with an advance in a few lines. Almonds have gone up 2c making the price 19c to 20c. New shelled walnuts have also advanced 1c, making the present quotations 36 and 37. There is no unusual feature to the demand. It is about the same strength as to be expected at this time of the year, with stocks diminishing but equal to requirements.

Almonds, Tara, new	0 19	0 20
Grenobles	0 17	0 18
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 36	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily viberts	0 18	0 19
Filberts, shelled	0 35	
Pecans, large	0 19	0 20
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

Coffee Stocks Sufficient

COFFEE.—The end of the summer feeling obtains in this market. Prices are steady, and sufficient stocks are in hand to meet the demand. As one merchant said, "It is something to have one market undisturbed, when everything else seems to be jumping up and down."

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicoory, lb.	0 12	0 14

Range of Values Broadens

TEA.—The market remains quiet, with prices unchanged. There must be

an undertone of strength to the market, however, or else quotations would show this lack of movement. London reports a fair supply of teas with a slight increase of packages over the same period last year, Ceylon and Java fell off but this was made up by larger shipments in India. The range of values between common and good liquoring teas continues to broaden. Apparently the crops generally show a tendency to show an inferior strain, and the demand for this class shows a falling off, with an increased call for the better quality.

Prospects of Advance

RICE AND TAPIOCA.—Pearl tapioca remains steady on the last reduction, with a slightly improved demand at the lower price. Rice continues unchanged with a fair average call reported. The expected stiffening in the market has not materialized. There seems little doubt, however, with the present stocks that any early fall increase in demand will see the market going up quickly in response.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 50
Pearl	5 00
Imperial Glace	5 70
Sparkle	6 30
Crystal	5 00
Snow	5 20
Ice drips	5 30
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).	
Imported Patna—	Per lb.
Bags, 224 lbs.	0 06
Half bags, 112 lbs.	0 06½
Quarter bags	0 06¼
Velvet head Carolina	0 08 0 09
Sago, brown	0 06½ 0 07
Tapioca—	
Pearl, lb.	0 09 0 10
Seed, lb.	0 10½ 0 11

B. C. Pack Below 1915

CANNED GOODS.—The canned salmon market is reflecting the very poor fishing catch, and there is bound to be a shortage of all grades especially 11b Sockeye falls of which many canneries report 25 per cent. shortage over last year's supply. The British Columbian pack is fully 15 per cent. below 1915. The coming increase in freight will also increase prices. Salmon, therefore, is marked up 10 to 25c a dozen. The cheaper grades are not so much affected but the best qualities are quoted at around \$3.00 a dozen. Other lines of canned goods are also showing a stiffening despite the fresh fruit markets being in full swing. Garden peas are now \$1.10; \$1.12; \$1.12½. Early June \$1.22½ and \$1.25 per doz., while Red Raspberries are quoted at \$2.40 a doz. Canned tomatoes have advanced 5c on the minimum price and corn likewise.

Ontario Markets

Toronto, Aug. 24.—With the continuation of hot weather there has been an increased consumption of all cooked meats. Demand for these being large, with the high price for hogs, has consequently sent the price upward. Butter also has advanced in the neighborhood of 2c per pound. Cheese is firm in price, and has advanced a ½c. Egg prices hold firm, with a tendency to advance. The honey crop is fine and large, but as yet very small quantities are reaching the commission men. Producers are holding for 10c to 11c, while the jobbers are inclined to give only 9c per pound.

Flour is in an uncertain stage. Millers are inclined to think that high prices for wheat have come to stay. On Tuesday there was a slight sag in the wheat market of about 2c per bushel, but this is not sufficient to warrant any cheaper flour. Demand for mill feeds continues extraordinarily large. Millers are unable to keep up with the orders.

In the fish market there is a tendency to firmer prices in whitefish and salmon trout. Western salmon continues scarce. There is a between-season's demand that keeps the supplies below requirements. Ontario fruit is somewhat scarce, sugar melons being perhaps the most abundant variety. Hot weather has been conducive to the development of these. Vegetables are slow.

Sugar and other lines of groceries remain steady in price.

SUGAR.—The sugar market at the time of writing might be characterized as dragging. Sugar men hardly know what to expect. Advices from New York assert there is a better tone in the market in that centre, with buyers showing more interest and no raw sugar offering under 5.77c. A decided improvement is noted in the option market. Refiners are holding off in their buying in the face of the poor demand for sugar, and are interested only in picking up distressed cargoes. One of the big elements in the sugar situation this year is the fact that there will be an enormous beet sugar crop. It is estimated there will be 300,000 tons more beet sugar in the United States this year than last year. Sugar men believe about the only thing that will start sugar moving is to have an extra good crop of fruit this fall, which may induce people to preserve more than they have during the past two months. New York prices for refined still remain about a ½c per pound under Canadian refined. If the demand for sugar does not improve, the market should naturally tend to be weaker in

tone. Locally buying has been from hand-to-mouth only.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 85
20 lb. bags	7 95
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags ..	7 85
New Brunswick refined, 100-lb. bags ..	7 85
Extra Ground Sugars—	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lump—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Market for molasses has been quiet during the past week. There have been small quantities used by bakers, owing to the decrease in demand for bakery goods. Corn syrup holds firm at the advanced prices, with demand for the same good.

Barrels, about 750 lbs.	0 04¼
Half barrels, about 350 lbs.	0 04½
Quarter barrels, about 175 lbs.	0 04¾
Cases, 2 dozen 2-lb. tins	3 00
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 65½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43 0 45

TEAS.—There has been little change in the tea market during the past week. The better grades hold firm, with the lowest or common grades easier. Trade is admittedly below the summer average. A steady feeling prevails, and prices have been maintained at recent quotations.

	Per lb.
Pekoe Souchongs	0 24
Pekoes	0 25
Orange Pekoes	0 28
Broken Pekoes	0 30
Broken Orange Pekoes	0 32
These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.	

COFFEE.—There has been a good demand for coffee, considering the season of the year. Market prices hold firm. The stocks at Rio are 333,000 bags, as compared with 329,000 bags a year ago. Receipts at Santos were 50,000 bags, as compared with 47,000 last year. Stocks in this market are slightly under that of last year, up to the present time being 1,625,000 bags, as compared with 1,829,000 bags last year. Receipts at both Santos and Rio amount to 2,247,000 bags, as against 2,742,000 bags a year ago. The amount of stock afloat showed an increase of 92,000 bags, the steamer Rio Verde having cleared from Santos. The total stocks of coffees in New York have been reduced, the total supply being put at 809,139 bags, as against 819,336 on the previous day and 912,851 bags a year ago on the same date. Locally prices remain unchanged, with

the exception of chicory, which is slightly easier in price.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 25	0 25
Java, lb.	0 33	0 38
Maracaibo, lb.	0 25	0 27
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 19	0 20
Santos, Bourbon, lb.	0 21	0 24
Santos, lb.	0 21	0 23
Chicory, lb.	0 13	0 15

SPICES.—Mace has increased in price considerably during the past week, being now quoted at \$1.25 per pound, as compared with 90c a week ago. The article is very scarce. Transportation is affecting the supply, which comes almost entirely from Penang in the Straits Settlements. There is a firmness in white pepper, the price having advanced 2c per pound, and is now quoted at 39c per pound. Caraway seed is also scarce, and the price is firm. This commodity comes almost entirely from Holland, and the freight situation has been the big factor in higher prices. A short while back caraway was selling at 15c pound, as compared with the present price of 28c. This is in the neighborhood of an 80 per cent. increase. Cream of tartar is easier, but prices will not be reduced for another month or so until the stock now in transit reaches this country.

	Pure, lb.	
Allspice	0 18	
Cassia	0 32	
Cinnamon	0 50	
Cayenne	0 35	
Cloves	0 35	
Ginger	0 30	
Mace	1 25	
Nutmegs	0 40	
Pastry	0 30	
Pickling spice	0 22	
Pepper, black	0 28	
Pepper, white	0 39	
Nutmegs, selects, whole	0 40	
Mustard seed, whole	0 28	
Celery seed, whole	0 45	
Coriander, whole	0 13	
Caraway seed, whole	0 28	
Spice, pickling, whole	0 20	

BEANS AND PEAS.—Just at the present the stocks of beans in jobbers' hands are fairly heavy, but the quality is not of the best grade. It has been a question of taking whatever they could secure. Blue peas are somewhat scarce. More split peas have been offering, with the demand for the same good.

Beans, Japanese, hand-picked, bushel.....	5 60	6 00
Prime	5 00	5 10
Peas, blue, bushel	3 50	3 60
Split	5 50	5 55

DRIED FRUITS.—Prices were recently named by the California Peach Growers at Fresno, in that State, on strawberry peaches, and white frees and elings, the price being 4½c in the sawtooth box. The minimum under the growers' contracts is 5c. At the same meeting the question of the opening prices on dried peaches for graded and packed stock was discussed. It was intimated the prices would be put out in the near future. Some of the earlier peaches are already being received at San Joaquin Valley plants of the association, and such arrangements for packing facilities as have been made by the latter are

practically completed. Prune buyers who have visited the orchards in certain parts of Oregon report the crop as one of the largest ever marketed, with the size of the prunes above the average. The weather in that section has been ideal for prunes this year. Apricots are a small crop this year. There is a shortage in the peach crop in California this year, where the drying and canning peaches have been produced. There have been some price changes locally. Most brands of dates are off the market. In boxes of three dozen packages they are selling at \$3.95 to \$4. Golden dates are quoted at 7½c per pound.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Choice, 25's, faced	0 14	0 15
Extra choice, 25's, faced	0 16	0 17
Fancy, 25's, faced	0 17½	0 18½
Candied Peels—		
Lemon	0 18½	0 19½
Orange	0 18½	0 19½
Citron	0 23½	0 26½
Currents—		
Filiatras, per lb.	0 14½	0 15½
Patras, per lb.	0 15½	0 16½
Vostizas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Packages, 3 doz. in case	3 95	4 00
Golden dates, lb.	0 07	0 07½
Prunes—		
30-40s, California, 25-lb. boxes.....	0 14	
40-60s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09½
Std., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09½	0 09½
Extra choice, 25 lbs., faced	0 10½	0 10½
Fancy, 25 lbs., faced	0 11	0 11½
Raisins—		
Valencia, Cal.	0 07½	0 09
Seeded, fancy, 1 lb. packets	0 10½	0 10½
Seedless, 12 oz. packets	0 11	0 12

NUTS.—Reports recently sent to the United States Department of Trade and Commerce from one of their consuls at Malaga, in Spain, under date of July 15, states that the chief almond-producing districts of the south of Spain will have a much smaller Jordan crop this year than was expected. Adverse weather conditions in March and April practically destroyed the yield in some exposed sections. A short output is noted in most places.

CANNED GOODS.—With a short breathing space, jobbers have had an opportunity to consider further the new prices that should be charged on the new canned goods, for which prices have already been named by the canners. Standard peas are quoted from \$1.15 to \$1.25. Red raspberries are selling from \$1.90 to \$2.25; red cherries at \$1.90 to \$2.45, and strawberries at \$2.25 to \$2.50. Canned salmon is firmer, with no improvement in reports about the likelihood of short pack. Salmon in the West Coast rivers have been running light.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.		
Salmon, Sockeye—		
1 lb. talls, cases 4 doz. per doz.....	2 75	
½ flats, cases 8 doz., per doz.....	1 75	2 00
Five cases or more, 2½c doz. less than above.		
Obums, 1-lb. talls	1 05	
Pinks, 1-lb. talls	1 20	
Cohoos, 1-lb. talls	1 95	
Red Springs, 1-lb. talls	2 00	
Humpback, ½-lb. tins	0 50	
Canned Vegetables—		

Tomatoes, 3's	1 45	
Peas, standards	1 15	1 25
Early June peas	1 45	
Corn, fancy, doz.	1 20	
Corn, 2's, doz.	1 00	
Red raspberries, 2s	1 90	2 25
Red cherries, 2s	1 90	2 45
Strawberries, 2s	2 25	2 50

Manitoba Markets

Winnipeg, Aug. 24.—Prices on new pack vegetables, fruits and canned salmon are coming in, and indications point decidedly towards much higher prices. In the case of salmon, there are some wild reports regarding the pack, some of which state that it is the smallest for many years. One thing is sure, that very few 1's will be packed in Sockeyes this year. Prices named on ½'s are slightly higher than last year, being quoted locally at \$12.80 per case of 96 ½'s. The advance here is surprisingly small. New Pinks are expected to open at about \$5 for 48 1's Talls. An increase of freight amounting to 15c per case, which goes into effect on Sept. 1st at the Coast, will help to increase quotations for next year, as almost the total pack will be shipped after that date.

The Sockeye season is closed, and it is reported that one well known brand has not been packed in tall tins at all, and that the pack of flats is only about one-third of what was anticipated. Pinks are scarce. Cohoes have not been packed as yet, but the pack of this fish is more or less standard from year to year. However, as other grades will be scarce, there will be an extra demand for Cohoes.

Canned Goods Advanced

In the case of canned vegetables and fruits, many Winnipeg jobbers have already advanced their quotations. Some houses are asking over \$3 per case for old pack tomatoes, while some are selling as low as \$2.85. The price some weeks ago was \$2.65. There seems a tendency all round to advance quotations to the new pack basis. For instance, standard peas, which were \$2.05 Winnipeg, are now in some instances \$2.35. Corn, which was \$2.05, is now \$2.20. Reports indicate that prices on new canned goods will be considerably higher. New strawberries are expected to open at \$4.85; raspberries, \$5.15; red pitted cherries, \$4.80, etc.

Nuts Advanced 10 Per Cent.

Reports coming in indicate that imported nuts will be higher. Shelled walnuts have been firming up, and have advanced fully 10 per cent. in the last month.

Sugar Market Uncertain

SUGAR.—Last week-end the price of standard granulated was still \$8.40, and

the situation was rather doubtful. Brokers handling sugar were not disposed to give an opinion on the market, considering it very uncertain. When asked what they thought of the market, the usual reply was: "We don't think anything about it." Only a small amount of business has been moving, but it is understood that there has been a fair demand for preserving. This, however, has not resulted in heavy buying from the wholesale houses, as the retailers were fairly well stocked.

	Per cwt. in sacks
Sugar, Eastern—	
Standard granulated	8 40
Extra ground or icing, boxes	9 25
Extra ground or icing, bbls.	8 95
Powdered, boxes	9 05
Powdered, bbls.	8 15
Hard lump (109-lb. case)	9 35
Montreal yellow, bags	8 00
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 35
Halves, 90 lbs., per cwt.	8 45
Bales, 20 lbs., per cwt.	8 45
Powdered, 50s	9 00
Powdered, 5s	9 25
Icing, barrels	9 00
Icing, 50s	9 20
Cut loaf, barrels	9 30
Cut loaf, 50s	9 50
Cut loaf, 25s	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 40
Bar sugar, bbls.	8 85
Bar sugar, boxes, 50s	8 95
Icing sugar, bbls.	8 95
Icing sugar, boxes, 50s	9 25
H. P. lumps, 100-lb. cases	9 35
H. P. lumps, 25-lb. boxes	9 55
Yellow, in bags	8 00

Decline in B. C. Cane Syrups

SYRUPS.—There has been a decline in B. C. cane syrups amounting to 25c on 2's and 30c per case on 5's, 10's and 20's. This brings quotations down to \$3.80 on 2's; \$4.45 on 5's; \$4.15 on 10's, and \$4.05 on 20's. This decline was obviously due to the decline in the sugar market.

Corn Syrup Higher

On the other hand, there has been an advance in corn syrup brought about by a further advance in the corn market. This has had practically no effect on the demand, 10c per case being rather trifling. The demand anyhow at this season of the year is usually quiet. Higher quotations have gone into effect on New Orleans molasses in tins, as follows: 24 x 2 lbs., case, \$2.35; 24 x 3 lbs., \$3.15; 12 x 5 lbs., \$2.75; 6 x 10 lbs., \$2.65.

Corn Syrup—	
2s, per case 2 doz.	3 18
5s, per case, 1 doz.	3 53
10s, per case, ½ doz.	3 43
20s, per case, ½ doz.	3 42
½ barrels, cwt.	5 05
B.C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, ½ doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 70
New Orleans	6 37
New Orleans, tins, 24 x 2 lb. case, \$2.35; 24 x 3 lb. case, \$3.15; 12 x 5 lb., \$2.75; 6 x 10 lb., \$2.65.	

Vostizza Currants Off Market

DRIED FRUITS.—Currants—Very little change.—Primary markets still reported high. Cable last week-end announces two shilling advance in Greece. Raisins—Very little change; pretty well cleaned up on seedless in the primary

market. Peels—Market very firm, but little interest shown, as this is a rather quiet period. Prunes—The market holding about the same. No decline, if anything slightly firmer. Dates—No change from situation reported last week. Evaporated apples—Market said to be a little firmer. Local houses report Vostizza currants off the market until new pack arrives about the end of October. There seems little chance of getting Fard dates of good quality in the primary market.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07½
Evaporated apples, choice, 25's	0 08
Evaporated apples, 3-lb. cartons	0 30
Pears, choice, 25's	0 12½
Apriots, choice, 25's	0 14½
Apriots, choice, 10's	0 15½
Peaches—	
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Currants—	
Fillastras, wet, fresh cleaned	0 15½
1 lb. package Amalias	0 16½
2 lb. package	0 33
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08½
Raisins, California—	
16 oz. fancy, seeded	0 10
16 oz. choice, seeded	0 10½
12 oz. fancy, seeded	0 06
12 oz. choice, seeded	0 07½
Raisins, Muscatels—	
3 crown, loose, 25's	0 08½
3 crown, loose, 50's	0 08½
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09½
Prunes—	
80 to 100, 25s	0 07½
80 to 90, 25s	0 07½
70 to 80, 25s	0 08½
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10½
Peels—	
Orange, lb.	0 17½
Lemon, lb.	0 18
Citron, lb.	0 21½

Barley Likely to Advance

DRIED VEGETABLES.—In the primary market beans continue to be very scarce, and will be until the new crop is in. Some Winnipeg jobbers have good stocks, but the stocks of some are said to be light. Pot and pearl barley are likely to advance, due to the high prices being asked on whole barley. Split peas are firming, and an advance, which has not gone into effect locally, will make them \$5.75 for 98 lbs.

Beans—	
Japanese white beans, bushel	5 30
California Lima Beans—	
80-lb. sacks	0 07½
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, stock, 98 lbs.	5 50
Whole peas, bushel	3 30

Tapioca and Sago Prices Vary

RICE.—The tapioca and sago market is showing a firmer tone. Local prices vary considerably on tapioca and sago. Some houses are selling at \$1½c, whereas others are quoting higher than 9c. Quotations on sago vary from 8c to \$¾c. There is very little doing in rice, which is usually quiet at this time of year.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05½
No. 2 Japan, per lb., 100-lb. bags	0 04½
Siam, per lb., 100-lb. bags	0 04½
Patna, per lb., 100-lb. bag	0 07½
Carolina, per lb., 100-lb. sacks	0 08½
Sago, pearl, sacks, per lb.	0 08
Tapioca, pearl	0 06½

Coffee Has Upward Tendency

COFFEE.—The market is holding about the same, with an upward tendency on practically everything.

Coffee—	
Green, choice, No. 7 Rio	0 14½
Green, choice, No. 5 Rio	0 16
Green, Santos	0 18½
Roasted Rio, in bulk, bbls.	0 18½
Roasted Santos	0 23
Maracaibo, green	0 19
Chicory, lb., Canadian, 14-lb. tins	0 10½

MEATS FIRM AT

RECENT ADVANCE

Slight Advance in Cheese—Eggs Are Unchanged.

Winnipeg

PRODUCE AND PROVISIONS.

The hog market last week end was very firm at \$12. Meats continue high still, and are very firm at the advance made last week. Lard is very firm, but quotations remain about the same. Butter is slightly higher; No. 1, creamery is bringing 30-31c and No. 2, 29-30c. Regular stock of dairy butter is being sold to the trade 24-26c. Eggs are practically unchanged, and are bringing 24-25c. There is a slight advance in cheese, but not as heavy as was expected. Local wholesalers seem to think that Winnipeg has been selling on too low a basis compared with the East.

Uams—	
Light, per lb.	0 24
Medium, per lb.	0 22
Large, per lb.	0 19
Bacon—	
Breakfast, per lb.	0 24
Breakfast, select, lb.	0 27½
Backs, select, per lb.	0 26
Backs, best	0 22
Dry Salt Meats—	
Long clear bacon, light	0 16½
Cooked Meats—	
Hams, boiled, per lb.	0 32½
Shoulders, boiled, per lb.	0 24
Roast hams, lb.	0 36
Barrelled Pork—	
Mess pork, bbl.	34 00
Lard, Pure—	
Tierces	0 16
Pails	3 32½
Cases, 10s	10 05
Cases, 5s	10 13
Cases, 3s	10 20
Cartons	0 17½
Lard, Compound—	
Tierces	0 13½
Tubs, 5½, net	6 74
Pails, 20s, net	2 80
Butter—	
Fresh made creamery, No. 1	0 30
Creamery, No. 2	0 29
Rest dairy	0 24½
No. 2 dairy	0 20
Cooking	0 16
Fresh Eggs—	
Extras in cartons	0 30
No. 1's, cases	0 26
Trade cases	0 25
Cheese—	
Ontario, large	0 18½
Ontario, twins	0 18½

Prices Announced on Canned Goods

CANNED GOODS.—Opening prices have been announced on raspberries, and they are very high. The jobber is paying \$1 per case more than he did at this period last year. Peas have opened at 45c per case higher. The feature as regards new pack is that jobbers who placed their orders last spring will only get limited deliveries; i.e. canners will only deliver 50 per cent. of raspberries ordered, 75 per cent. strawberries, 90 per cent. standard peas and cherries, and 50 per cent. their grades of peas. The market in the East is bare of spot stocks of vegetables. Opening prices on

canned salmon are expected here August 25. From what can be seen now nearly all canned goods will be higher this year.

New Prices in Winnipeg

Many Winnipeg jobbers have put their prices up on canned vegetables and fruits for old stock to a level based on what new stock would cost them. For instance, tomatoes which were selling for \$2.65 are now being quoted at \$2.85. Some houses are asking over \$3 for tomatoes, and as old pack are costing them \$2.95, they are justified in asking this price. Prices on new pack tomatoes had not been named at time of writing. The new price on old pack Standard peas is \$2.35; they were formerly \$2.05. Prices are not yet named for new pack peas, but a local house figures that quotations will be about as follows:—Standard peas, \$2.55; Early June, \$2.85; and Sweet Wrinkles, \$3.50. American strawberries are on the market, bringing \$4.50; new pack Canadian will sell around \$4.85, and raspberries are expected to open at about \$5.15. Red pitted cherries should open at about \$4.80.

Salmon to be Higher

Information received regarding salmon indicates that prices will be much higher this year. All kinds of stories are going around; one being to the effect that the pack will be the shortest for thirty-five years. Another factor which will raise the price of salmon considerably is that after September 1, an increase in freights goes into effect of 20c per cwt. from the coast, which is the equal to 15c per case. Practically the whole pack will be shipped after that date, which means that 15c per case will be added to the cost. Some new Red Sockeye ½'s have recently arrived here, which will sell at \$12.80 per case of 96½'s. This is an advance of about 80c, which is surprisingly small. The advance will be much higher on 1's, although very few 1's will be packed. Mostly ½'s will be offered this year. New pack prices have been named on a basis where they can be sold for \$5 for 48 1's Talls. No prices have been named on Cohoes.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Aug. 23.—Excellent weather conditions prevail here and business is good. Crops are looking splendid, and cutting has commenced. The outlook is exceedingly bright. Sugar has advanced, and is now quoted at \$8.95. Flour has advanced 15c to a basis of \$4.15 per 100 lbs. Syrup has advanced 25c per case. No. 1 dairy butter is quoted at 24c; No. 2, 21½c lb. Rolled oats are quoted at \$2.90.

General—

Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	3 75
Molasses, extra fancy, gal.	0 77

Rolled oats, ball	3 00
Rolled oats, 80's	2 90
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	8 95
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 18½ 0 19½
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 24
Butter, No. 2, dairy, lb.	0 21½
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 26
Lard, pure, 3s, per case	10 35
Eggs, new laid, per doz.	0 20
Eggs, case	6 75 7 00

Canned Goods—

Tomatoes, 3s, standard, case	3 10
Tomatoes, gals., case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gals., Ontario, case	1 95
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	9 65
Salmon, pink, talls, 48x1s, per case	4 25
Lobster, ½s, per doz.	3 00

Dried Fruits—

Currents, lb.	0 13½
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 08½
Apricots, choice, 25s, per lb.	0 17
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07½
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Aug. 23.—Creamery butter has advanced 3 cents per pound making the price locally 34c per pound. Canned vegetables have taken a big jump. Peas and corn are now quoted per standard case at \$2.65.

Tomatoes 2½'s are now quoted at \$3.25; 3's at \$3.45. Canned fruit are generally higher, 2's raspberries are quoted at \$5.10; strawberries \$5.50, apples are quoted at \$2. Cheese is firm. Raisins are tending upwards. The season for fresh raspberries is over. Peaches are now in full swing at 90c to \$1.10 per basket. B.C. potatoes are quoted at \$25 per ton.

General—

Beans, small white Japan, lb.	0 08½
Flour, No. 1 patent, 98's	4 15
Molasses, extra fancy, gal.	0 75
Rolled oats, ball	3 15
Rolled oats, 80's	2 90
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 50
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.	9 05
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—

Cheese, No. 1, Ontario, large, per lb.	0 21 0 22
Butter, creamery, lb.	0 34
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 25½
Lard, pure, 3s, per case	10 00
Eggs, new laid	9 00
Eggs, No. 1	8 00

Canned Goods—

Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 65
Peas, 2s, standard, case	2 65
Tomatoes, gals., case	2 50
Tomatoes, 2½s	3 25
Tomatoes, 3s	3 25
Apples, gals., Ontario, case	3 45
Strawberries, 2s, Ontario, case	2 00
Raspberries, 2s, Ontario, case	5 10
Salmon, finest sockeye, talls, 48x1s, cs.	10 00
Salmon, pink, talls, 48x1s, per case	4 50
Lobster, ½s, per doz.	3 70

Dried Fruits—

Currents, lb.	0 15
Evaporated apples, 50s, per lb.	0 10½
Peaches, choice, 25s, per lb.	0 07½
Apricots, choice, 25s, per lb.	0 17½
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 08½
Sultana raisins, Cal., extra fancy	0 15
Manchurian shelled walnuts	0 30

Fresh Fruits and Vegetables—

Oranges, Val., box	5 25 6 00
Lemons, box	9 50
Raspberries, crate	2 00 3 00

BE A MAN

It's a mighty good thing, while you're running life's race,
Just to pause as you go, and to come face to face

With your conscience, and ask it a question or two;

For it's right you should know what your life means to you.

Have you done things worth while, have you drifted along?

Have you filled it with sighs, have you filled it with song?

Have you helped when you should, have you tried to do right?

Have you struggled for good, or just fought on for might?

Have you given your hand to some fellow in need?

Have you sneered at the man who was not of your creed?

Have you been open-hearted and ready to do?

Have you tried to be just, have you tried to be true?

In your judgment of men, have you been always fair?

Have you learned to forgive in the face of despair?

Have you fought against greed, or succumbed to its lust?

Have you learned what it means to protect and to trust?

Oh, it's easy to preach and it's easy to tell

Of the other chap's faults, but your own faults—ah, well;

We are cowards at times, and the truth you will find

Is a thing we dislike, for it's rather unkind.

But the past, let it rest; give a thought to to-day,

And to-morrow as well, for the time's growing grey;

Do the things that you should, do the best that you can,

Crown your life with your deeds, be a red-blooded man.



Earl Grey says of the Canadian National Exhibition:—"It will have an influence of far reaching effect on the life of the Canadian nation and on its place in the Empire of the Crown."



WANTS HIS TRADE PAPER

MacLean Publishing Co.

Dear Sirs:—Enclosed find \$3.00 for subscription to CANADIAN GROCER. I wouldn't do without it for twice the price.

THOS. McCANN,
Cromarty, Ont., July, 14, 1916.



FRUIT AND VEGETABLES



American Apples Have Advanced

**Heavy Shiploads of Bananas Expected—
Blueberries Have Declined—
Late Apple Crop Reported Poor**

Montreal

FRUIT.—There has been little change in prices. Supplies come in steadily. There has been no sudden glut, and the supply and demand have about averaged up evenly. No. 1 Duchess Apple has shaded 50c, but Americans have gone up 50c to \$1. Blueberries have again declined and are now quoted at \$1.50. This seems the only line in which the supply has more than met the demand. California exports are in as heavy consignments, but the demand continues to meet all shipments. Bananas are in about the same position, but some heavy shiploads are anticipated, which will lessen the tension somewhat. The late apple crop is not expected to be very good, and merchants must expect high prices.

Apples, Duchess, per bbl.—No. 1.....	2 00	2 50
No. 2.....	2 50	....
No. 3.....	1 50	1 75
Apples, Red Astrachan, barrels.....	2 25	....
Apples, Early Williams, bskts.....	1 75	....
Apples, Canadian, 11-qt. basket.....	0 40	....
Bananas, bunches.....	2 25	2 75
Cantaloupes, per crate.....	3 50	4 00
Cherries, crates.....	2 50	3 00
Cherries, black, eating, 6-qt. basket.....	1 00	1 10
Cherries, red, eating.....	0 75	1 00
Cherries, red, sour.....	0 50	0 75
Currants, black, 11-qt. basket.....	0 75	....
Currants, red, 11-qt. basket.....	0 75	....
Grapefruit, 46-54-64-80-96.....	7 00	7 00
Gooseberries, per gal.....	0 40	....
Blueberries, Lake S. John, 16-qt. box.....	1 50	1 75
Lemons—		
Verdell's.....	7 00	....
Messina, 300 size, box.....	6 50	7 00
Montreal melons, per doz.....	12 00	13 00
Oranges—		
California seedless.....	4 50	5 50
Plums, 4 basket crate.....	2 50	3 00
Peaches, in baskets, 6 to crate.....	3 50	....
Peaches, California.....	2 00	....
Pears, California, per box.....	4 00	5 00
Pineapples, 18-24 and 30-36.....	3 00	3 50
Limes, per box.....	1 35	1 50
Watermelons, each.....	0 40	0 50

FAVORABLE WEATHER RE- DUCES VEGETABLE PRICES

Montreal

VEGETABLES.—Supplies have come along in good shape, and many more sellers have appeared. The weather has been favorable for the products, and the result is seen in lower prices. Beans have fallen 15c, cucumbers 10c on the higher price, making an average price of 15c. Montreal onions have fallen 50c, and there are decreases in spinach and tomatoes. With the continued larger receipts of new onions, Spanish in crates show a further decline of 50c. American potatoes have held their price

this week, but the home product is slowly undermining their price.

Beans, Mel, 20-lb. bag.....	0 50	0 75
Beets, new, per doz. bunches, Montreal.....	0 50	....
Cabbage, Montreal, per doz.....	0 25	0 50
Carrots, new, per doz. bcas.....	0 25	0 30
Cauliflower, Montreal.....	2 50	....
Celery, per doz.....	0 50	0 75
Com, Montreal, per doz.....	0 10	0 15
Cucumbers, Montreal, per doz.....	0 15	....
Egg plant, N.Y., doz.....	0 25	2 00
Garlic.....	0 30	....
Leeks, bunch.....	0 15	....
Head lettuce, Montreal, per 2 doz. box.....	0 15	0 20
Curly lettuce, doz.....	0 15	0 20
Mint, doz.....	0 30	....
Mushrooms, 4-lb. basket.....	2 00	2 50
Onions, Montreal, per doz. bunches.....	0 50	....
Onions—Spanish onions, per crate.....	5 00	5 50
Parsnips, new, per doz. bcas.....	1 00	....
Parsley, Montreal, per doz.....	0 25	....
Potatoes—		
New, per bbl., Amer.....	4 00	....
Montreal, white, 80 lbs., bag.....	1 75	....
Sweet, hamper.....	2 50	....
Radishes, per doz.....	0 10	0 15
Rhubarb, per doz.....	0 30	....
Spinach, Montreal, box.....	0 50	1 00
Turnips, bag, Quebec.....	1 25	....
Turnips, new, per doz. bunches.....	0 10	0 25
Tomatoes, hothouse, lb.....	0 30	....
Tomatoes, Montreal, Red, per box.....	0 75	....
Rose, per box.....	1 00	....
Watercress, Canadian, doz.....	0 30	....

Fruit Coming In Large Quantities

**Peaches More Plentiful With Lower
Prices—Good Crop of Can-
adian Sugar Melons**

Toronto

FRUIT.—Fruit has been coming to the local market in better quantities during the past week, particularly so in the case of peaches and plums. California fruit, such as peaches and pears has been somewhat scarce, and consequently slightly higher prices. Some fine samples of the California Malaga grapes are in the market, being quoted at \$2.75 to \$3 per case. Berries, with the exception of thimbleberries or Lawton berries, are off the market. Gooseberries and red currants are done. Black currants are getting scarce. Canadian sugar melons have been coming to the market in goodly quantities and the prices have dropped accordingly. The warm, bright weather has been favorable to the maturing of these fruits if it has retarded most lines. In the 11-quart basket they are selling at 35 to 50c, while in the 16-quart size they are selling at 75c to \$1.

Apples, yellow harv't and astrach'n, 11 qt.....	0 25	0 40
Bananas, bunch.....	1 50	2 25
Blueberries, 11 qt.....	1 00	1 25
Cherries, Can., 11-qt.....	0 85	1 00
Cherries, Can., 6-qt. basket.....	0 50	0 60
Oranges—		
Late Valencias, case.....	5 00	5 75
Grapes Cal., case.....	2 75	3 00
Lemons, Verdill's, case.....	8 00	....
California, 420's.....	8 00	....
360's-300's.....	8 50	....
Limes, per 100.....	1 75	....
Pears, boxes.....	4 25	....
Canadian, 6-qt. bkt.....	0 30	0 40
11-qt. bkt.....	0 40	0 60

Peaches, Elbertas, case.....	1 75	2 00
Peaches, Crawford's, late.....	1 75	2 00
Peaches, Alexanders or Triumph, 6-qt.....	0 35	0 50
Peaches, Alexanders or Triumph, 11-qt.....	0 50	0 60
Peaches, St. John freestone, 11-qt.....	0 60	1 00
Plums—		
Canadian Abundants, 6-qt.....	0 45	....
11-qt.....	0 85	....
Green Gage, 11-qt.....	0 65	0 75
Plums, 4 baskets.....	2 75	3 00
Peaches, California, box.....	1 50	1 50
Melons, sugar, Canadian, 11-qt.....	0 35	0 50
16-qt. basket.....	0 75	1 00
27-qt. crates.....	1 25	....
Currants, black, 11 qt.....	1 25	1 50
Thimbleberries, qt.....	0 13	0 15
Watermelons.....	0 50	0 60

ONTARIO POTATOES COMING IN BETTER QUANTITIES

Toronto

VEGETABLES.—Ontario new potatoes in baskets are coming along in better quantities during the past week. Eleven-quart baskets are selling at 50c. Old Ontario potatoes by the bag are off the market. New American potatoes by the barrel are selling slightly higher, the price quoted being \$4.75 to \$5. New corn on the cob is becoming scarce and in consequence is quoted at an advanced price last week, the figures being 15 to 20c per doz. ears. Beans, both wax and green, are harder to get and the price has advanced slightly. Cucumbers are easier in price. Ontario cabbage by the case was selling at \$3.75 per case, an advance of 50c over last week.

Cabbage, Canada, case.....	3 75	....
Cabbage, Canada, barrel.....	3 00	....
Beets, basket.....	0 50	....
Beans, green.....	0 09	0 65
Beans, wax.....	0 60	0 65
Carrots, basket.....	0 40	0 50
Celery, Canadian, dozen.....	0 15	0 20
Corn, doz.....	0 40	0 50
Cucumbers, basket.....	0 40	0 50
Eggplant, 11-qt.....	0 75	1 00
Onions—		
Yellow, American, 40-lb.....	2 50	....
Spanish, crate 120 lbs.....	4 25	1 50
Cincinnati, 100-lb. sack.....	4 50	4 75
Green, doz. bunches.....	0 20	0 30
Oregon, 100 lbs.....	3 50	....
Lettuce, leaf, doz.....	0 15	0 25
Lettuce, head, dozen and half.....	0 40	0 50
Parsley, 11 qt. basket.....	0 40	....
Peppers, green, basket.....	0 65	0 75

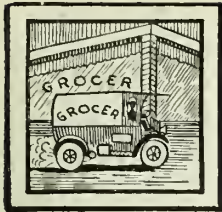
Potatoes—		
Ontario, bag.....	1 00	....
New, barrel.....	4 75	5 00
New, bag, American.....	2 50	....
Squash, summer, basket.....	0 50	....
Cress, water, basket.....	0 50	....
Tomatoes, Canadian, 11-qt. basket.....	0 40	0 70

PEACHES AMONG BEST SELLERS AT WINNIPEG

Winnipeg

FRUIT AND VEGETABLES.—Local corn is coming on the market, selling for 30-40c per doz. California grapes in crates are moving fairly well at \$3.00. Tokays are expected in a few days, and should open at \$3.25-3.75 per crate. Mississippi tomatoes are off the market. B. C. tomatoes four baskets to crate are bringing \$1.50. Ontario in 11 quart baskets are quoted at the same

(Continued on page 35.)



FISH AND OYSTERS



Lobsters and Pike Advance in Price

Swordfish and Smelts Now on Market—Halibut Firming in Price—Salmon Quotations are Firm—Consignments Expected this Week

Montreal

FISH.—Continuous warm weather is interfering with the trade somewhat, although if consumers only realize that fish is the best food to eat under such torrid conditions, the reverse should be the case. As the season advances more inquiries are coming regarding production and prices on all kinds of salt and pickled fish. Reports regarding fresh fish are good. Lobsters have advanced 5c and scollops are quoted at \$2. Halibut, due to shortage of labor and the fish leaving the banks, is firming up. Salmon, though not advancing in price, is very firm, as there has been a very heavy drain upon this fish. The lake fish trade is disappointing, and supplies which were promised did not realize. Pike has advanced 1c. Reports are to the effect that shipments will improve from now on, and if that is so the market should become easier. Swordfish and smelts are now on the market and quoted at 13 and 12 respectively. Heavy consignment of halibut and salmon are expected this coming week.

SMOKED FISH

Haddies, per lb., new cured	.09
Haddies, fillets, per lb.	.12
Digby herring, per bundle of 5 boxes.	0 75
Smoked boneless herring, 10-lb. box	1 30

PRAWNS, SHRIMP'S, LOBSTERS

Lobsters, medium and large, per lb.	0 40
Prawns, imperial gal.	2 25
Shrimps, imperial gal.	2 25
Scallops	2 00

FRESH SEA FISH

Halibut	13	—14
Haddock, fancy, express, lb.	06	—07
Mackerel, medium, each	20	
Mackerel, per lb.	10	
Steak, cod, fancy, express, lb.	08	
Flounders	6	
Flounders, New York	9	
Salmon, Western	18	
Salmon, Gaspe	22	

FRESH LAKE FISH

Carp, lb.	0 09
Pike, lb.	0 09
Perch "	

Dore	0 14
Brook trout	0 25
Swordfish	0 13
Smelts	0 12

Salmon Trout And Whitefish Scarce

Consumption of Fish Not Large Owing to Dearth of Supplies—Small Shipments Western Salmon

Toronto

FISH.—There is still insufficient fish in the market to meet the local demands. Salmon trout and whitefish continue to come in rather meagre quantities. In consequence the price of lake trout is firm, with a tendency to advance. There is practically none to be had under the 12c line. Halibut is easier in price owing to a fairly good supply reaching the market. It is now selling at 12c per pound, a decline of 1c. Shipments of Western salmon continue light and the price for this commodity holds firm, with an inclination toward higher levels. It is now quoted at 16c to 17c. In salmon, trout and whitefish there is not enough to meet the local demands. Large quantities of the two latter varieties are expected with the cooler weather of next month.

SMOKED FISH.

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	6 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.

Halibut	0 12
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.

Pike, lb.	0 08
Whitefish, lb.	0 12
Herrings, lb.	0 07
Lake trout	0 12

Shortage of Salmon At the Pacific Coast

Halibut and Trout Scarce at Winnipeg—Poultry Coming in Freely.

Winnipeg

FISH AND POULTRY.—There is a shortage of salmon at the Coast, and local stocks are still bringing 16c per lb., there is very little likelihood that salmon will be any cheaper this year. Halibut is rather scarce, although it is still quoted at 11c; it should be 12c, and an advance to this figure may be

expected. Trout is very scarce, and is quoted at 13c. White fish is bringing 91½c per lb., and will be very scarce from now on. Poultry is coming in more freely; there are quite a few Spring broilers arriving at \$1.50 per pair. Fowl sells for 23c per lb.

Fish—

Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 13
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickrel, lb.	0 16
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 21
Broilers, pair	1 50

FRUIT AND VEGETABLES

(Continued from page 34.)

figure. Oranges are moving at \$5.50 per case. Because of the hot weather there is a fair demand for lemons, although the high price has affected the demand; California lemons are bringing \$10.00 case. Among the best sellers are peaches at \$1.35 crate for Washingtons, and \$1.75 for Californias. By the time this goes to press Washington peaches will no doubt be considerably cheaper. Plums are bringing \$2.25 crate, and apricots are down to \$1.35-1.50. New B.C. potatoes are in, bringing 2c per lb. Canteloupes are quoted at \$6.00 crate, and water melons at \$7.00.

Fresh Fruits—

Apples, Washington, box	2 50
Bananas, lb.	0 04½
Cantaloupes, crate	6 00
Grapefruit, case	6 50
Grapes, California, crate	3 00
Grapes, Tokays	3 75
Valencia oranges, case	5 50
California lemons	10 00
Plums, crate	2 25
Peaches, crate	1 25
Apricots, crate	1 35
Watermelons	7 00
Crab apples, box	1 75

Vegetables—

Peppers, per basket	0 75
Mushrooms	0 90
Carrots, dozen bunches	0 20
B.C. potatoes, new, lb.	0 02
Garlic, per lb.	0 25
California onions, lb.	0 04½
Spanish onions, crate	2 50
Tomatoes, B.C., crate, 4 baskets	1 50
Tomatoes, Ontario, 11-qt. basket	1 50

FAMINE PREDICTED IN EGGS

F. C. Elford, of the Department of Agriculture at Ottawa, predicts an egg famine in Canada this fall and winter. He bases his predictions on the late wet spring and the foreign demand. He expects prices to reach high levels.



FLOUR AND CEREALS



Flour Market Remained Steady

**Bread Has Advanced — Millers Behind
With Orders—Future De-
pends on Crop**

Montreal

FLOUR.—For a time being at any rate the flour market has remained steady at last week's prices. What it will do by this time next week no one will venture to prophesy. It may be mentioned here that bread has advanced, and local grocers are now charging 1c to 2c more a loaf. Millers are still reporting as being away behind, and there seems no slackening in the demand. This is due probably to the over-buying as many think that the market will continue to soar. Apparently all depends upon the crop returns from the western provinces, for it does not seem at present as if the American buying would correspond with the heavy purchasing here, that is in comparison.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 20	
Second patents	.....	7 70	
Strong bakers	.....	7 50	
Winter Wheat Flour—		Car	Small
Fancy patents	.....	lots	lots
90 per cent. in wood	.....	6 50	6 75
90 per cent. in bags	.....	5 85	6 00
	.....	2 75	3 00

OATS GO UP SEVEN CENTS IN PAST WEEK

CEREALS.—The market is very strong in cereals, and higher prices are generally anticipated. Oats have taken a boost, small lots going up 5c to 10c, the 25 bags or more ranging from \$2.60 to \$2.90, while the packages in case are firm at \$4. Oats have jumped up 7c in the past week which generally corresponds to about 20c per case goods. The demand is good, and more shake ups in the market are anticipated.

Cornmeal—		Per 98-lb. sack	
Gold dust	.....	2 50	
Rolled Oats—		99 in jute.	
Small lots	.....	2 85	
25 bags or more	.....	2 90	
Packages, case	.....	4 00	
Oatmeal—fine, standard and granulated,		1c per cent.	
over rolled oats in 99's, in jute.	.....	
Rolled Wheat—		100-lb. bbls.	
Hominy, per 98-lb. sack	.....	4 00	
Hominy, per 98-lb. sack	.....	2 75	
Corn flour, bag	.....	2 85	
Rye, flour, bag	.....	2 65	
Barley, pot	.....	3 00	
Barley, pearl, lb.	.....	0 04½	

LAST WEEK'S ADVANCE IN FEEDS MAINTAINED

Montreal

FEEDS.—The jump up in prices last week, have been maintained, but no further increase is noted with the exception of feed wheat which is now \$2.40, an ad-

vance of 15c. The market is such that orders for mixed cars get the preference. No relief to the present congestion is anticipated for some time, as the millers are away behind on old orders let alone the new ones coming in with the strength of a flood.

Mill Feeds—		Per ton.
Bran	.....	24 00
Shorts	.....	26 00
Middlings	.....	29 00
Wheat moulce	.....	33 00
Feed flour	.....	34 00
Mixed chop, ton	.....	34 00
Crushed oats, ton	.....	36 00
Oats, chop, ton	.....	36 00
Barley, chop, ton	.....	34 00
Feed oats, Manitoba, bush.	.....	0 60
Feed wheat, bag	.....	2 40

Uncertainty Now Evident In Flour

**Conservative Mills Only Buying Wheat
From Hand to Mouth—Wheat
Still Firm**

Toronto

FLOUR.—The flour market is in one of those hesitant stages that sometimes develop when wheat prices are firm and advancing. There has been a firmness in the wheat market with advances during the opening hours of the week, and this has put mill men in a mood to anticipate the possibility of further advances in flour should further advances take place in wheat. No. 1 Northern wheat sold at \$1.68½ track bay ports—Meaford, Owen Sound and other ports along Georgian Bay—which is in the neighborhood of 36c higher than at the same date last year. This price showed an advance of 5c over the Saturday prices. Under the present conditions mills do not feel like making contracts for flour. The conservative millers are waiting to see what the future will bring forth, and are working in a hand-to-mouth way. Flour prices remain unchanged.

Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	of 2 bags
First patents	.....	8 30	8 10
Second patents	.....	7 80	7 60
Strong bakers	.....	7 60	7 40
Ontario winter wheat flour, 90 per cent.	.....	6 10	5 80

CORNMEAL ADVANCES WITH HIGH CORN PRICES

Toronto

CEREALS.—Cornmeal advanced 15c during the week in keeping with the high price of corn. American yellow corn, No. 3, sold in Toronto at 97½c on track at Toronto, the highest within the memory of interested parties. Yellow cornmeal in consequence is now selling at \$2.85 per 98 lbs. For cereals as a whole the demand has fallen somewhat.

Barley, pearl, 98 lbs.	.....	4 30	4 40
Barley, pot, 98 lbs.	.....	3 25	
Buckwheat grits, 98 lbs.	.....	4 60	
Corn flour, 98 lbs.	.....	3 00	3 25
Cornmeal, yellow, 98 lbs.	.....	2 85	
Graham flour, 98 lbs.	.....	3 60	
Hominy, granulated, 98 lbs.	.....	3 00	
Hominy, pearl, 98 lbs.	.....	3 00	
Oatmeal, standard, 98 lbs.	.....	3 30	
Oatmeal, granulated, 98 lbs.	.....	3 30	
Peas, Canadian, boiling, bush.	.....	3 00	
Rolled oats, 90-lb. bags	.....	3 05	
Rolled wheat, 100-lb. bbls.	.....	3 25	
Rye flour, 98 lbs.	.....	2 95	
Whole wheat flour, 98 lbs.	.....	3 80	
Wheatlets, 98 lbs.	.....	4 05	

MILL FEEDS ADVANCE IN FACE OF BIG DEMAND

Toronto

FEEDS.—In the face of a very heavy demand some of the mill men have advanced their prices on feeds still further. With others the prices of last week are holding firm. The demand is heavier than most of the mills can supply. Bran was quoted by some at \$25 a ton, an advance of \$1. Shorts and middlings were also quoted by some millers at an advance of \$1. Millers point out that the prices of mill feeds are not out of proportion with other years, although wheat and flour are.

Mill Feeds—		per ton
Bran	.....	24 00 25 00
Shorts	.....	26 00 27 00
Special, middlings	.....	27 00 29 00
Feed flour, per bag	.....	1 85 2 10
Oats—		
No. 3, Ontario, outside points.....		6 55 0 56

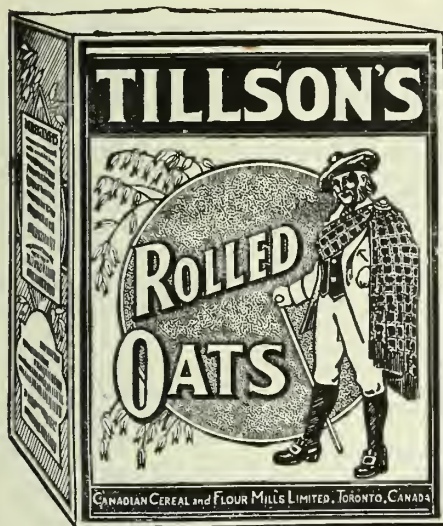
INCREASED DEMAND FOR ROLLED OATS

Winnipeg

FLOUR AND CEREALS.—First patents remain at the high level of \$8.00 per barrel and \$6.50 for second patents. The wheat market during the past week has fluctuated from \$1.40 to \$1.50, and there is nothing certain yet as to what prices will be when the crop begins to move. There have been some ominous reports issued by the Manitoba government lately on the wheat crop in this province. The facts seem to be that there is a good crop in Saskatchewan and Alberta, but that the crop in Manitoba will be much less than it was last year. Rolled oats continue at the recent advance, and are bringing \$2.50. Packages to-day are quoted at \$3.90 per case family size. Cornmeal remains at \$2.80. Feeds are very strong, and all mills report being considerably oversold. Mixed chop is now quoted at \$34.

Flour—		
Best patents	.....	8 00
Bakers	.....	7 50
Clears	.....	6 80
XXXX.	.....	5 80
Cereals—		
Rolled oats, 80 lbs.	.....	2 50
Rolled oats, pkgs., family size	.....	4 00
Oatmeal, standard and gran., 98 lbs.	.....	2 75
Cornmeal, 98 lbs.	.....	2 80
Feeds—		
Bran, ton	.....	19 00
Shorts, ton	.....	20 00
Middlings, ton	.....	20 00
Mixed chop, ton	.....	30 00

The Square Deal in the Square Package



Make no mistake; Tillson's quality cereals are put up only in square, sanitary, dust-proof packages which retain the original fine flavor for which Tillson's cereals are noted from coast to coast.

Quality, then Price

Quality is the first consideration always in the preparation of Tillson's Rolled Oats, Tillson's "Scotch" Fine Cut Oatmeal, Tillson's "Scotch" Health Bran.

Send for our free window displays—the most effective method of bringing those widely known cereals to the attention of your customers.

Canadian Cereal and Flour Mills Co., Limited

Toronto

Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Provisions Represent an Important Percentage

Such is the Opinion of an Ottawa Grocer—In His Case it is Thirty-three — Modern Equipment Favorably Placed is the Chief Reason—Department Straight Opposite Store Entrance.

THAT provisions represent a very important percentage of general grocery business is the opinion of Mr. Bell, of Duncan Bell, Bank Street, Ottawa. Mr. Bell was for many years the manager of the grocery department of the departmental store in Ottawa, Bryson, Graham & Co., and in that store and latterly in his own he has garnered a great deal of important experience which is worth while handing on. He has always made good along the line of handling provisions, and his views on the subject are, therefore, worth while.

When asked at first just how much of the percentage of his business was represented by provisions, Mr. Bell was at a loss. He said he found it difficult to estimate. Roughly, however, he thought that provisions were a third of the business; 33 1/3 per cent. of a general grocery business represented by one set of lines, provisions, shows this to be an important department.

Mr. Bell has always boasted provisions. In discussing the subject with him of why occasionally grocers do not make good in provisions, the information was elicited that it is because many of them do not figure their profit collectively. Mr. Bell pointed out that if profits were figured on the buying price rather than on the selling price the grocer was liable to be in wrong.

The Difference in Figuring

"Ten per cent. of the buying price is certainly not 10 per cent. of the selling price," said Mr. Bell. "The trouble with a number of grocers in figuring their profit is that they allow a percentage for profit, which percentage is figured on the selling price, and they then add this percentage to the buying price instead of to the selling price."

Mr. Bell has had particularly good business this summer in cooked meats. What has been largely responsible for this is the excellent location of his provision department, not to say its cleanliness and inviting appearance. Canadian Grocer was able to see this department. The whole store which Mr. Bell has is modern and laid out on a systematic and well-ordered plan. General groceries line one side of the store, and opposite are fancy goods, such as biscuits. Windows stretch on three sides of the store, and run the whole length of the wall. At the back of the store—that is, directly facing the entrance—is the provision department. This consists of one long white marble counter, on which are kept some cooked meats, bacon, and so forth. The inside of this counter is a refrigerator, which keeps cool and appetizing meat and butter on the hottest day. Back of the counter again is a refrigerator, in which is contained butter

and cheese. A bacon slicer adorns the one end of the marble counter and a cheese cutter the other. The counter itself is about eight feet in length by three in width, and about four in depth. It is wide and roomy, and its whiteness and the character of the material used insures cleanness and freshness at all times.

Modern Equipment

The store throughout is equipped in the most modern way. Bins, which give an index to what is inside the glass, line the whole of one side of the store. It is all modern and up-to-date. The windows have very large bases, which are on about the same level as the floor. The spaciousness of the windows enabled them to be utilized for fairly large and full displays. The bases of the windows are in hardwood, which needs little decoration.

The whole store is one of the most attractive we have yet seen. And as attractive as anything in it is the provision department, which represents one-third of the total turnover.

Mr. Bell had something to say along the line of the difficulty some grocers were having with their cooked meats and bacons because of reigning prices, which are very high. The general experience of grocers seems to be that unless great care is exercised in handling these, waste may make a hole in profits. This is undoubtedly so. Mr. Bell points out that the generous grocer who lets a pound and half an ounce of bacon go as a pound will ultimately, if he does it often, swallow up his legitimate profit. Evaporation is another thief to watch, too. In hot weather evaporation will steal quite a percentage of bacon, sav. and thus help to swallow profits.

YOUR SUNDAY DINNER

There is a saying—perhaps a bit on the slangy side—but it really conveys so much meaning that we are going to use it—"Have a heart." If you are housekeeper as well as cook have a heart for yourself and if some other person looks after the cooking, have a heart for her these hot days, make your or her work as light as possible on Sunday by buying some the things we mention today.

Cooked Meats,

ready to be placed on the table,
Beef, Ham, Boiled Ham,
Roast Pork, Jellied Hocks,
Jellied Tongue, Pressed Beef,

Requiring but little work are:---

Fresh new Carrots, Beets, Turnips,
Lettuce, Cucumbers, Tomatoes,
Cauliflowers.

Requiring no work,

Oranges, Lemons, Pine Apples, Plums,
Peaches, Pears, Apples, Bananas.

WENTZELLS LIMITED

The "Big Store"



PRODUCE AND PROVISIONS



Hams Advanced 1 Cent a Pound

Compound Lards Have Decreased—Export Market Firm—Good Demand Continues

Montreal

PROVISIONS.—The market for dressed hogs and general pork products continues very firm, and a general advance all the way round looks likely. Despite some anticipations there has been no quotable change in live hogs this week, but their firmness, and the heavy demand in most lines have brought about changes in products. For instance hams, small, medium and large, have advanced 1c, making the price 24-25; 23-24; 1-2 and 23 respectively. On the other hand all lines of compound lard have decreased 1-2c. This was not unexpected. The export market is firm, with a maintenance of the good demand. The consensus of opinion seems to be that with the maintenance of the heavy Old Country demand prices will continue to stiffen for some time.

Hams—		
Small, per lb.	0 24	0 24
Medium, per lb.	0 22	0 24
Large, per lb.	0 20	0 23
Backs—		
Plain, bone in	0 25	
Boneless	0 29	
Peameal	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 17	0 20
Shoulders, bone in	0 17	
Shoulders, boneless	0 19	
Cooked Meats—		
Hams, boiled, per lb.	0 36	
Hams, roast, per lb.	0 38	
Shoulders, boiled	0 28	0 29
Shoulders, roasted	0 30	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 16½	
Long clear bacon, 80-100 lbs.	0 15½	
Flanks, bone in, not smoked	0 16½	
Barrelled Pork—		
Heavy short cut mess	30 00	
Heavy short cut clear	32 00	
Clear fat backs	35 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 375 lbs. net	0 17	
Tubs, 50 lbs. net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. gross	0 17	
Cases, 30 lb. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Lard, Compound—		
Tierces, 350 lbs. net	0 14	
Tubs, 50 lbs. net	0 14½	
Tins, 50 lbs. net	0 14½	
Pails, wood, 20 lbs. net	0 14½	
Pails, tin, 20 lbs. net	0 14½	
Cases, 10-lb. tins, 60 in case	0 15½	
Cases, 3 and 5-lb. tins, 60 in case	0 15½	
Bricks, 1 lb. each	0 16½	
Hogs—		
Dressed, abattoir killed, cwt.	17 00	

BUTTER ADVANCED

AT MONTREAL

Montreal

BUTTER.—Butter production has fallen off this week, but on the other hand there is no falling off in the de-

mand, and the natural result is that all lines of butter have increased 1c, making finest creamery 35c, and dairy prints 29. The strength of the market can be gauged from the fact that the Board of St. Hyacinthe sold at 34c, 1¼c higher than last week, and the Cowansville Board at 34¾c compared with 32¾c last week. Receipts of butter fell to 16,575, which is a reduction of 6,425, compared with last week. Dealers do not care to predict what future conditions will be, but considering the present strength of the market, and the probability of the export demand being maintained, higher prices would certainly seem to be inevitable. It is apparent that the present state of the market cannot stand such decreases in receipts.

Butter—	
Finest creamery, fresh	0 35
Dairy prints	0 29
Dairy, solids	0 28
Separator prints	0 29
Bakers	0 27

RECEIPTS OF EGGS

HAVE FALLEN OFF

Montreal

EGGS.—No change has developed in the egg market. Receipts have slightly fallen off, there being 8,648 cases compared with 8,790 last week. The local trade continues good, and although the export demand has not materially brightened as was anticipated, there is a slight improvement in export enquiry both for prompt and fall shipment. There is still a wide difference in quality, and the continuance of the hot weather does not tend to improve matters in this respect. Most dealers are consigning by express, and will continue to do so while the weather remains hot.

Eggs, case lots—		
No. 2's	0 24	0 26
No. 1's	0 29	0 30
Extras	0 33	

HIGHER CHEESE PRICES

STALL OFF DEMAND

Montreal

CHEESE.—Receipts of cheese have again fallen, the improvement noted last week not being maintained. The total number of boxes was 71,434 as against 88,549, this has naturally strengthened the price, and the 1916 make has advanced 1c making the price 19-20. The strength of the market is evidenced from the fact that some of the boards have been selling at over 19c, a considerable advance. However, the higher price seems to have stalled off the general demand. Exporters report

less buying, and it may be that the market is in for a slight reaction. This would be helped by an increase in receipts again.

Cheese—		
1916 make	0 19	0 20
Stilton	0 22	
1915 make	0 22	

POULTRY RECEIPTS HEAVY

WITH GOOD DEMAND

Montreal

POULTRY.—The receipts have been heavier than at any previous week, but the recent tendency of the market to shade off in price has not been maintained as there is a good demand for all lines.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks	0 26	
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30	
Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 50	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 22	
Fowls, small, per lb.	0 20	
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per lb.	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and more	0 7	0 18
Fowl, small	0 15	0 16
Turkeys	0 22	0 23
Ducks, young	0 18	0 19
Ducks, old, per lb.	0 16	
Geese	0 13	0 15
Broilers	0 18	0 20

HONEY.—The market is quiet with no change of any note.

Honey—		
Buckwheat, tins	0 09½	
Strained clover, 60-lb. tins	0 12	
Strained clover, in 10-lb. tins	0 12½	
Strained clover, in 5-lb. tins	0 12½	
Comb honey, white clover, per section	0 16	
Comb honey, buckwheat, per section	0 13	

Live Hogs are Higher in Price

Big Demand for Cooked Meats Has Sent Price of Dressed Upward

—All Cooked Meats Up

Toronto

PROVISIONS.—There has been an advance in all cooked meats during week, notwithstanding the fact that dealers had expected the market had about reached top prices at recent quotations. With continued warm weather the demand for this class of food product has advanced 1c a pound all along the line. Live hogs have, however, at the time of writing a slightly easier price quotation. At the Toronto stock yards hogs off cars are quoted at \$12.75 as compared with \$13 last week. When fed and watered live hogs sold at \$12.50 per hundred. Placed on the cars at

point of origin dealers were paying \$11.75 per hundred. Dressed hogs were selling 1c per pound higher than last week, now being quoted at \$18. Compound lards have all declined half a cent per pound.

Hams—		
Light, per lb.	0 25½	0 26
Medium, per lb.	0 25½	0 26
Large, per lb.	0 23½	0 24
Bacon—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than same		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 16½	0 19½
Pat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13½	0 14
Tubs, 60 lbs.	0 14	0 14½
Pails, 30 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hog—		
Dressed, abattoir killed	18 60	
Live, fed and watered	12 50	
Live, off cars	12 75	
Live, f.o.b.	11 75	

Butter Climbs Two Cents Past Week

Demand Has Been Large—Present Price Unprecedentedly High — Prices Expected to Hold Firm

Toronto

BUTTER.—Butter prices during the past week have been very firm. There has been a big demand for the first-class article, the export demand has been large and people figure there will be a shortage. All these things have been contributing factors. Hot weather has cut the production down as much of the milk has been going into cheese. Butter has advanced during the week in the neighborhood of 2½c per pound. Creamery prints that were formerly sold for 31½c to 33½c are now quoted at 34 to 36c. Prices at this time are unprecedentedly high and commission men look for prices to continue firm. At this time last year the best creamery butter was selling at 28 to 29c.

Creamery prints, lb.	0 33	0 36
Creamery, solids	0 32½	0 33½
Dairy prints, choice, lb.	0 27	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 24	0 26

CHEESE ADVANCES ONE CENT, EXPORTS KEEPS UP

Toronto

CHEESE.—Cheese prices have advanced one cent per pound over the quotations of last week. A big export demand continues. Present prices are firm with a tendency to advance as the commodity at country points, in other words at the boards, have sold as high as 19 to 19¼c. The present prices are governed almost entirely by the heavy export demand.

Cheese—		
Cheese, large, per lb.	0 19	0 19½
New, twins, per lb.	0 19½	0 20½
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22½	
Sept., triplets, per lb.	0 22½	

EGG PRICES ARE FIRMER WITH 1c PRICE ADVANCE

Toronto

EGGS.—Contrary to expectations the quality of eggs has not shown the amount of improvement that was looked for during the past week. Although hens have been picking grain from the stubble the eggs reaching the market still continue to have many grades that are of doubtful quality. Real fresh eggs are hard to get. Prices during the week have been firmer with 1c advance in the best quality new lays. It is expected that a week will make a big difference in the general tone and quality of the market.

Eggs—		
New lays, cartons	0 33	0 35
New lays, ex cartons	0 39	0 31
No. 2's	0 24	0 25

SLUMP IN POULTRY DUE TO QUANTITIES ARRIVING

Toronto

POULTRY.—There has been a general slump in poultry prices, both for live and dressed during the past week. Good quantities have been arriving and larger shipments are due in the near future. Reports from country points are to the effect that there has been more fowl raised this year than in past years. Spring broilers are down 2c a pound, old fowl 1 to 2c, milkfed 2 to 3c and ducklings slumped 2c.

Poultry—		
Spring broilers (1½ lbs. and over)	Live 0 18	Dressed 0 20-0 25
Old fowl, lb.	0 13-0 14	0 18-0 20
Milk fed	0 15-0 17	0 20-0 22
Ducklings	(0 10-0 12	0 14-0 16

HONEY BUYERS HOLDING OUT FOR BETTER PRICES.

Toronto

HONEY.—There has been a sort of deadlock between the commission men and the producers of honey. The latter have been holding out for a 10 to 11c price while the commission men have not felt inclined to pay more than 9c. In consequence honey has not been passing to the commission men in any large quantities. It resolves itself into a test of who will stick the longest. Old comb honey has been slightly easier in price owing to the prospect that new comb honey is in the offering. The report issued by the Ontario Bee-keepers Association at the yield will be a record one. The total yield for Ontario is placed at 2,127,903 pounds, with the average number of pounds per colony at \$9.6 pounds. The prices recommended by the Association are 10 to 11½c per pound for No. 1 light extracted, wholesale, and two and a half cents above those prices for retail. Combs will be sold at \$2 to \$2.75 a dozen wholesale for No. 1 and \$1.50 to \$2 for No. 2. Honey is light in quality, with a heavy body and good color.

Honey—		
Clover, 5 and 10-lb. tins	0 12	0 13
Comb, No. 1, doz.	2 50	3 75
Comb, No. 2, doz.	2 00	2 25

Money in Waste Paper



You burn money when you burn Paper. Turn your Waste Paper into Paper Dollars by using "The Merchants' Baler."

Cheapest and best considering quality and efficiency.

Prices and terms gladly furnished.

H. G. SMITH, LTD., Paper Dept.
Saskatchewan Representatives

REGINA, - - Saskatchewan

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.

One Inch Space
\$1.05 Per Issue
on Yearly Order.

Advertising Helps You

Fast moving goods mean greater profits. PURITY sells well, not only because of its superiority, but because it is the most widely advertised flour in the Dominion.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED
Millers to the People

32

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

If any advertisement interests you, tear it out now and place with letters to be answered.



R. W. ATKINSON,
Edmonton Manager.

WESTERN CANADA
MANUFACTURERS' AGENTS AND
WHOLESALE GROCERY
BROKERS

W. H. ESCOTT CO., LTD.
EDMONTON

BRANCHES AT
Calgary, Saskatoon and Regina

HEAD OFFICE:
WINNIPEG

Brooms of Quality

may always be had by ordering
our brands. We have them at
\$3.25, \$3.50, \$3.75, \$4.00,
\$4.25, \$4.50, \$4.75, \$5.00,
\$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00
per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight	
10 lbs.	\$ 45
4 oz. Tins, 4 doz. to case,	
weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case,	
weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case,	
weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case,	
weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case,	
weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case,	
weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case,	
weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	\$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans.	
Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family,
Tomato Sauce, \$1.30 doz.; Fam-
ily, Chili Sauce, \$1.30 doz.; 3's,
Plain, Flats, Aylmer only, \$1.40
doz.; 3's, Tomato Sauce, Flats,
Aylmer only, \$1.50 doz.; 2's,
Chili Sauce, Flats, Aylmer only,
\$1.50 doz.; 2½'s, Plain, \$1.45
doz.; 3's, Plain, Tall, \$1.60 doz.;
3's, Tomato Sauce, \$1.75 doz.;
3's, Chili Sauce, \$1.75 doz. The
above 2 doz. to case, 10's, ½
doz. per case, for hotel and
restaurant use (gals.), \$5.25
doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 00
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-ris- ing), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12- lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



MANY grocers find that Gold Soap helps them reduce their yellow soap stock. Instead of several brands to meet the preferences of different people, the one brand—Gold—satisfies them all.

Gold Soap pleases the woman who wants the most for the money because it is the biggest cake on the market. It also pleases the woman who wants the highest grade cleanser because it is, without exception, the highest quality laundry soap made and sold in Canada.

The Procter & Gamble Distributing Co.

of Canada, Ltd.

Hamilton, Canada

Send for Gold Soap advertising matter for your local use

Ten cents a box differential on all the following Procter & Gamble products bought in 10 box lots: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sepade. Ask your jobber.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Have you tried WETHEY'S ORANGE MARMALADE?

It is making
a hit.

If any advertisement interests you, tear it out now and place with letters to be answered.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pluk. lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 30
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ¼'s 6, 1b. boxes, 1b.	0 39
Nut milk chocolate, ¼'s 6, 1b. boxes, 1b.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED. MONTREAL.

Compressed Corned Beef, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
Roast Beef, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25.	
Boiled Beef, 1s, 3.50; 2s, \$7.50; 6s, \$25.	
Jellied Veals, ½s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ½s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ½s, \$2; 1s, \$3.35; 2s, \$6.50.	

ROYAL BAKING POWDER

ABSOLUTELY—PURE

Everybody knows that all the grocers in the world, taken together, sell more ROYAL BAKING POWDER than any other kind. This proves that ANY grocer can do the same thing.

ROYAL BAKING POWDER properly displayed and recommended to your customers will pay you more and surer profit than any other brand you can handle.

Contains No Alum



ROYAL BAKING POWDER CO.

NEW YORK



RICE—our specialty

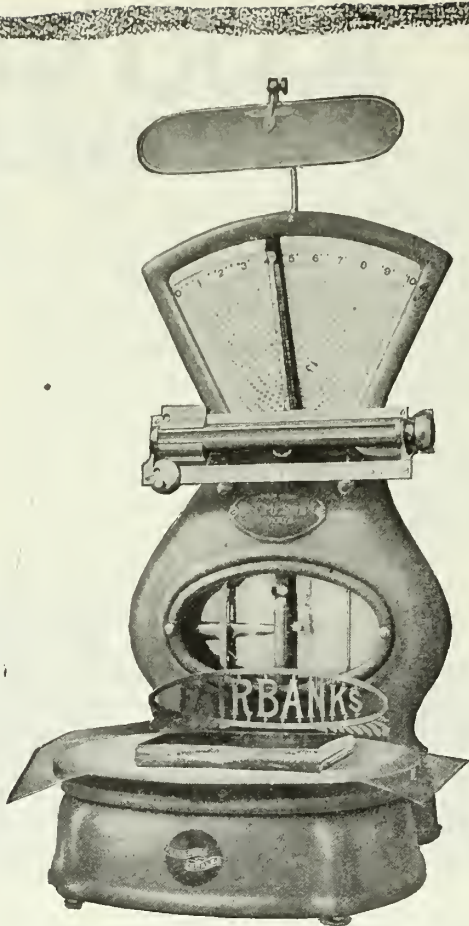
We always try to give

GOOD VALUE

QUICK SHIPMENT

FAIR TREATMENT

**Mount Royal Milling & Manufacturing Co.
D. W. Ross Co'y., Agents, Montreal**



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

**The Canadian
Fairbanks-Morse Co.
Limited**

St. John
Montreal
Toronto
Winnipeg
Calgary
Vancouver

Quebec
Ottawa
Hamilton
Saskatoon
Edmonton
Victoria



**CANADA'S
DEPARTMENTAL
HOUSE FOR
MECHANICAL
GOODS**

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.

Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.

Lamb's Tongues, 1/2s,

Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.

Sliced Smoked Beef, glass, 1/4s, \$1.50; 1/2s, \$2.25; 1s, \$3.25.

Tongue, Ham and Veal Pate, 1/2s, \$1.50.

Ham and Veal, 1/2s, \$1.20.

Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.

Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.50.

Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.50; 1 1/2s, \$9.50; 2s, \$13.

Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.

Mince meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.

In Pails, 25 lbs., 12c lb.

In 50 lb. Tubs, 12c lb.

In 85 lb. Tubs, 11 1/2c.

In Glass, 1s, \$2.30.

Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.

Pork and Beans, Plain Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75.

Individuals, 70c doz.

Pork & Beans, Tomato Se. Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75.

Individuals, 70c doz.

Pork and Beans, Chili, 1s, 85c; 2s, tall, \$1.40; 3s, flat, \$1.75.

Individuals, 70c doz.

Tomato Sauce, 1 1/2s, \$1.15; Chili Sauce, 1 1/2s, \$1.15; Plain Sauce, 1 1/2s, \$1.15.

Pork and Beans, 1 1/2, Chili Sauce, \$1.15 doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.

Clark's Chateau Chicken Soup, \$1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 3s, \$2.35 doz.

Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.

English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14 1/2

Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces;

20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS,
L'Admirable, 50 btl., litre,
cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btl.,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btl., cs. \$9 00

IMPORTED GINGER ALE
AND SODA

Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15

Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95

Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05

Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-
lb. tins, lb. 0 35

Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25

Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha
Blend, 1-lb. tin, lb. 0 34 1/2

Victoria, Java and Mocha
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32

Princess, Java and Mocha
Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S

Per doz. tin.
D. S. F., 1/4-lb. \$ 1 66

D. S. F., 1/2-lb. 2 90

D. S. F., 1-lb. 5 75

F. D., 1/4-lb. 0 90

Per jar
Durham, 4-lb. jar 0 93

Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.

White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90

List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval lith.
litho. dredge.

2 1/2 oz.
Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90

Arrowroot, 4 oz.
tins, 85c 0 45 0 90

Cayenne 0 45 0 90

Celery salt 0 45 0 90

Celery pepper 0 45 0 90

Cinnamon 0 45 0 90

whole, 5c.
pkgs., window
front, 45c 0 45 0 90

Cloves 0 45 0 90

Cloves, whole, 5c.
pkgs., window
front, 45c 0 45 0 90

Curry powder 0 45 0 90

Ginger 0 45 0 90

Mace 1 25 0 90

Nutmegs 0 45 0 90

Nutmegs, whole,
5c pkgs., window
front, 45c 0 45 0 90

Paprika 0 45 0 90

Pepper, black 0 45 0 90

Pepper, white 0 50 0 95

Pastry spice 0 45 0 90

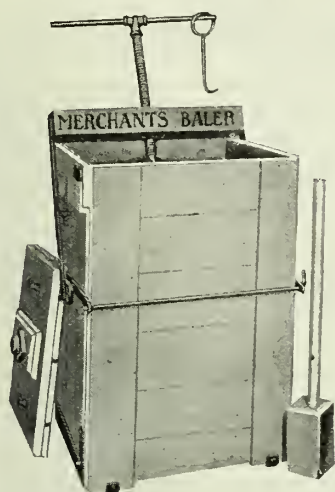
Pickling spice,
window front, 90c 10 lbs. 15 lbs.

Shipping weight
per case 4 4

Dozens to case...

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Fruits**Bananas****Lemons****Oranges**

and also

All Early**Vegetables****Lemon Bros.**

OWEN SOUND, ONT.

Lemons

In Hot Weather,
Cold Weather,
High Prices or
Low Prices the
Lemons of **Real
Value** are packed
by Franc Traenzzi
under

"St. Nicholas"**"Queen City"****"Kicking"****J. J. McCabe**

Agent
TORONTO

Canadian**Peaches and Plums**

Now Arriving in
Liberal Quantities

Also

Huckleberries**Cantaloupes and Tomatoes.**

Plums, short crop; prices
very reasonable just now.

*The House of Quality***HUGH WALKER & SON**

Established 1861 GUELPH, ONTARIO

Local Fruits

Plums, Pears, Peaches,
Tomatoes, Cantaloupes,
Lawton Berries.

Also

California Pears, Peaches,
Malaga Grapes,
Oranges, Lemons,
Bananas, New Potatoes.

WHITE & CO., LIMITED

TORONTO

"Without exception the ablest book ever published on the subject of Coffee."—*Mexican Investor*.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review*.

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette*.

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine*.

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger*.

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book."—*Grocers' Criterion*.

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal*.

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics*.

"The author, Mr. Joseph M. Walsh, is, without doubt, the greatest authority in America upon the subjects of Tea and Coffee. The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer*.

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald*.

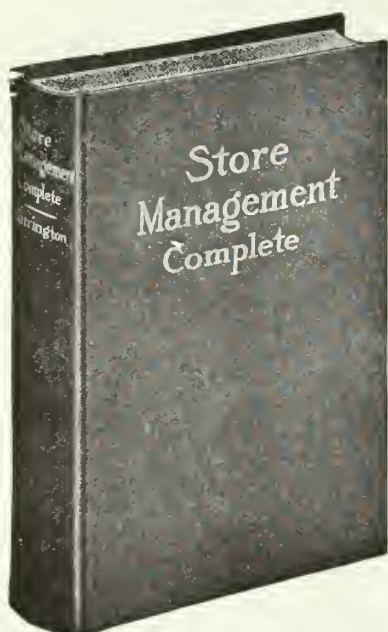
Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a round-about way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete"). It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.

143-153 University Avenue

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. H. Millman & Sons

Wholesale Grocery Brokers

Special lines to offer in
different grades of teas.

Write or wire us if in
the market.

Established 1859

GEO. STANWAY & CO.

29 Wellington St. East, - TORONTO
Agents for "Horseshoe," "Tiger" and
"Sunflower" Salmon. Fred. L. Myers &
Son, West Indian Products. Furuya
& Nishimura, Japan Teas.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.

Write or phone.

If you want the market on NEW BRUNSWICK POTATOES Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have ware-
houses at all buying points in the
potato belt. Cars always loaded. New
Brunswick, Montreal, Toronto, waiting
orders.

Get acquainted with me if you
have potatoes to offer. I specialize
in carload business. Twenty years'
connection with the best trade.

FRED J. WHITE

27-29 Wellington St. East

TORONTO

Canada

FEATURE FOR THE TRENCHES G. Washington's Refined Coffee

Canadian Sales Agents :

Edmund Littler,
169 William St., Montreal, P.Q.

W. Geo. Varty,
29 Melinda St., Toronto, Ont.

W. G. Kyle,
261 Stauley St., Winnipeg, Man.

E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA

We solicit accounts of large and pro-
gressive manufacturers wanting live
representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street

WINNIPEG - MAN.

Domestic and Foreign Agencies
Solicited.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency.
Our STORAGE, DISTRIBUTING and
FORWARDING facilities are unexcel-
led.

Correspondence solicited.

"Always on the Job."

C. H. GRANT

Wholesale Commission Broker
and Manufacturers' Agent

509 Merchants Bank, Winnipeg

We have several good accounts, but can
give you results on yours.

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A. B. C., 5th edition and private.

Geo. Adam & Co.

Grocery Brokers and
Commission Merchants

We can put your goods on the
Western market successfully, as
we are in close touch with the
Western wholesale grocery
trade. Give us your line, and
let us produce results for you.

Chambers of Commerce, Winnipeg



The woods are full of them

Judges have been numerous in Canada who have come down off the bench to lead the people—who have stooped to conquer, as it were—Blake, Mowat, Thompson, Meredith. And so there is plenty of precedent for a move which is being talked of in the Liberal party—the grooming of Mr. Justice Duff for the leadership of the party against the day when Sir Wilfrid Laurier will seek his ease. Mr. Justice Duff is a member of the Supreme Court of Canada, but it is said that, should the boom in his favor reach a sufficient volume, he will be willing to step down from the bench and get into the fight.

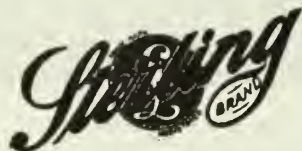
This makes the basis for an extremely interesting article by H. F. Gadsby in the September issue of MacLean's Magazine. Mr. Gadsby discusses the Duff boom in a thoroughly impartial way, and tells something of the young Judge who may be slated for so high an honor.

"The Duff Boom" is but one of many features in the September MacLean's. The number bristles with bright stories and powerful articles by such clever and famous contributors as Arthur Stringer, Agnes C. Laut, Robert W. Service, Arthur E. McFarlane, Alan Sullivan, Mrs. Arthur Murphy (Janey Canuck) and many others. It is Canadian from cover to cover—the best reading obtainable on this side of the border.

Now on sale at all News Stands, 15c.

MACLEAN'S MAGAZINE

IT WILL INTEREST YOU.



MADE IN CANADA

FINE QUALITY PICKLE

—the pick of the gardens in Ontario's great pickle-producing section, put up in Canada's finest and largest pickle factory by a staff of experts under the supervision of a pickle man with long, practical experience—that's the foundation on which you base your pickle and relish business when you select Sterling Brand.

Some of the Sterling pickle and relish lines are:

Sweet Midgets, O-Eat-A Sweet Pickle, Sweet Mixed, Mixed Pickles, Chili Sauce, Sweet Gherkins, Canadian Relish, Pimento Relish, etc., etc., all of the same high-grade Sterling quality

Place your order now for the Sterling lines and be prepared for the Winter's business.



T. A. LYTTLE & CO., LTD.
STERLING ROAD
TORONTO



INDEX TO ADVERTISERS

A

Adam & Co., Geo.	51
Amerlean Computing Co.	9
Anenot Caps & Closure Corp.	57

B

Baker Co., Walter	40
Balfour-Smye & Co.	10
Benedict, F. L.	53
Betts & Co.	41
Borden Milk Co.	3
Bowman & Co., Geo.	53
Bowser & Co., Inc., S. F.	12
Brantford Scale Co.	14

C

Canadian Cereal & Flour Mills Co.	37
Can. Fairbanks-Morse Co.	46
Channell Chemical Co.	

Inside front cover

Clark, Ltd., W.	7
Cochran, J. N.	51
Condensed Ad. Page	53
Connors Bros.	12

D

Davis & Sons, Ltd., S.	14
Dominion Cannery	5
Dominion Salt	48

E

Eckardt, H. P., & Co.	47
Escott, W. H., & Co.	42
Eureka Refrigerator Co.	15

F

Fearman, F. W., & Co.	44
Fleming, R. G.	53
Freeman Co., W. A.	15

G

General Sales Co.	10
Grant, C. H.	51

H

Hargreaves (Canada), Ltd.	11
Heinz, J. J., Co.	56
Hobart Mfg.	1

I

Imperial Rice Milling Co.	56
--------------------------------	----

K

Kellogg Cereal Co., W. K.	2
--------------------------------	---

L

Lake of the Woods Milling Co.	Back cover
Lambe & Co., W. G. A.	51
Laporte, Martin, Limitee	55
Lemou Bros.	49
Lytle, T. A.	54

M

MacKenzie & Morris	51
MacLure & Langley	51
MacNab, T. A., & Co.	51
Magor, Son & Co.	16
Malcolm Condensing Co.	13
Mann, Laurie Co.	51
Mathlen Co., J. L.	48
McCabe, J. J.	49
McCaskey Systems	
Inside back cover	
Mennen Chemical Co., Ger- hard	Inside front cover
Millman, W. H., Sons	51
Minto Bros.	16
Mount Royal Milling Co.	45

N

National Cash Register Co.	8
Niagara Peninsula Publicity Association	10

O

Oakey & Sons, John	53
Oval Wood Dish Co.	4

P

Patrick & Co., W. G.	51
Pennock, H. P., Co., Ltd.	51
Perry Co., The H. L.	51
Procter & Gamble Co.	43

R

Reed Mfg. Co., Evan L.	13
Robin Hood Flour Mills	
Front cover	
Rock City Tobacco Co.	56
Royal Baking Powder Co.	45

S

Smith, Limited, H. G.	40
Spratts	11
St. Lawrence Sugar Refineries	11
Stanway & Co., Geo.	51
Star Egg Carrier & Tray Mfg. Co.	15
Stephenson, Blake & Co.	49

T

Tilley & Son, Chas.	13
Toronto Salt Works	53
Toronto Butchers' Supply Co., Ltd.	53
Trent Mfg. Co.	53

W

Walker, Hugh, & Son	49
Washington, G., Coffee Sales Co.	51
Webb, Harry	51
Western Canada Flour Mills, Ltd.	41
Wethey, J. H.	44
White & Co.	49
White, Fred J.	51
Woods & Co., Walter	42



SERVICE AS WELL AS VALUE



When our representative calls on you, give him a fair hearing. He will only take a few minutes of your time, but, during this short while, he will demonstrate to you that he is an expert in his line and can serve you to your entire satisfaction.

Do you favor a salesman because of a long acquaintanceship with him or the man who gives you Service as well as Value?

If you favor the latter, give our man a hearing.

You will profit by it.

LAPORTE, MARTIN, LIMITÉE

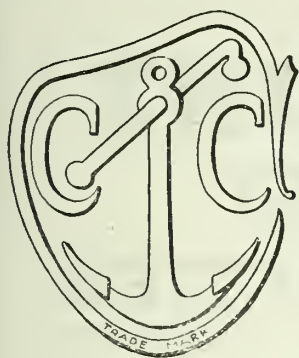
Wholesale Grocers

584 St. Paul St. West

Montreal



IT'S PROVEN PURITY THAT PULLS BIGGEST SALES



Any good grocer will tell you that.

Goodness that folks can see; quality they know to be pure and fresh, and just as choice as it looks in the jar.

And right there is summed up the reason for the great popularity of foods sealed with **Anchor Caps**.

Permits of attractive display, showing the goods just as they are, and sealing them with a positive seal that assures good keeping quality.

Don't make preparations for better fall selling without first investigating the several advantages of Anchor Caps. Most dealers know that best sales come with pushing goods properly sealed, and consequently have a strong preference for Anchor Caps.

A trial will convince you, too, that Anchor Caps are very dependable selling helps where bottled goods are concerned. Just try them out on your next order. Your wholesaler will furnish Anchor Caps on any bottled goods line. Ask him.

**ANCHOR CAP & CLOSURE
CORPORATION of CANADA**
LIMITED

SUDBURY ST. W., FOOT OF DOVERCOURT RD.
TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.

Why You Should Feature

KING GEORGE'S NAVY

TOBACCO

is much to be commended in these days of nerve-racking and health-breaking employments, and of speeding-up tendencies. The Smoking or Chewing of tobacco soothes mind and nerves, and so enables a man to do better work and more work. Chewing tobacco can be used when and where Smoking Tobacco cannot. But give your Chewing Tobacco Customers KING GEORGE'S NAVY—for their advantage and yours. A superior tobacco that always pleases.



Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



The best value in Rice being
offered on Canadian
markets today.



When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto



If any advertisement interests you, tear it out now and place with letters to be answered.



THE
McCASKEY MAN
TORONTO CANADA

Give This Man Half an Hour

Will you give this man half an hour to tell you what McCaskey Service can do for your business and for your customer?

He's the McCaskey man and he knows the charge account business from A to Z. His bread and butter depends upon his knowing that business. If you will spend half an hour with him you can't help getting some mighty good ideas that will fit your business and you'll be perfectly welcome to them whether you give him an order or not.

McCaskey Service means as much to your customer as it does to you. For your customer is just as much interested in knowing how much he owes from day to day and in having his accounts kept in the simplest way and with the least possible expense as you are yourself.

McCaskey Service pays for itself in the average business in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

If you give the McCaskey man half an hour of your time to tell his story it will be worth your while. All you need to do is sign and mail the coupon.

McCaskey Systems, Limited, Toronto.

Gentlemen: I will be glad to give the McCaskey man half an hour to tell me how McCaskey Service saves the merchant time, money and mistakes.

Name

Address

Town Prof.

If you visit Toronto during Exhibition time, and can spare a few moments, we would be pleased to have you call at our factory, 235-245 Carlaw Ave., where you would have an opportunity to see the McCaskey under process of manufacture, and our complete and up-to-date plant for turning out Counter Sales Books. Take King St. Car East.

Our products will be on exhibition at

Ottawa, Ont.

Quebec City

London, Ont.

Sherbrooke, P.Q.

during their exhibitions.

McCASKEY



Toronto, Canada

McCASKEY
"ONE WRITING"

THIS IS AN ANSWER TO A RETAILER'S QUESTION

"What does the FIVE ROSES Cook Book do for ME?"



WHAT DOES THIS FAMOUS COOK BOOK DO FOR ME?

NOTHING—if you do not sell FIVE ROSES. But if you are prepared to fill the FIVE ROSES demand—*then*, right in the consumer's kitchen where no personal salesman can penetrate, it does these three *essential* things for YOU.

—creates the demand

By showing in seductive picture and tested recipe the splendid flour foods achieved by successful users throughout Canada. By stirring up culinary ambitions, by tempting new prospects to bake that never baked before. By everlastingly answering FIVE ROSES to every baking question.

—increases the existing demand

By suggesting new flour uses. By enthusing beginners to attempt new triumphs. By starting resultful missionary work in friendly circles. By enlarging the family consumption. By proving that the same good flour makes bread as well as pastry.

—maintains it against competition

By eliminating all risk of profit-killing disappointment that so sadly re-echoes in the store—because the housewife knows that FIVE ROSES recipes are successful recipes, each having been thoroughly tested, every picture an actual photograph. The FIVE ROSES Cook Book daily reminds the housewife of past successes, present satisfaction, future ambitions. The FIVE ROSES habit rivets trade to your store. This profit insurance costs you nothing, but it has made FIVE ROSES the best selling staple on the market.

Consider that this consumer influence is persistently at work to simplify FIVE ROSES sales. Consider that it is free to you, that it is inseparable from the brand FIVE ROSES. Then, ask yourself this question. Let your own selling instinct answer.

Am I going to reap this profitable harvest that is daily ripening within reach?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL *"The House of Character"* **WINNIPEG**

Daily Capacity 27,400 Bags.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 1st., 1916

No. 35

The Perfect Salt in the Perfect Package

The very finest grain of Windsor Salt—with a small proportion of Magnesium Carbonate—is the blend used in making "REGAL" Table Salt.

It is absolutely pure—and positively will not cake—no matter what the weather.



*Rain or Shine,
Runs Fine*

REGAL

Give your customers this Table Salt without a fault.

Order through your Wholesaler or Jobber.

The Canadian Salt Co., Limited

WINDSOR,
ONT.



FREE-RUNNING Table Salt

"REGAL" comes to you grocers in perfect condition and stays *dry* and free-running, because it is protected by our moisture-proof package.

The patented aluminum spout is a convenience that every customer appreciates, for filling salt shakers. When not in use, it lies flat on the box and seals the opening.

THE CANADIAN SALT CO. LIMITED.

MADE IN CANADA

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

Put Cox's Gelatine in your
YOUR cus- "to-be-ordered" book
 tomers have
 many table wants that are not always supplied by you.
 They go to other purveyors of Food Stuffs to get something
 "for a change." Whenever they go elsewhere it is profit
 for the other man and a profit lost to you.

The point is: Do your level best all the time to hold all the trade of
 your customers. Suggest to them always new things. They want "a
 change," and you can give them something highly acceptable by
 supplying them with

Cox's Instant Powdered Gelatine

IN THE CHECKERBOARD BOX



Let us send you a few of our Cook Books and you will see just how great a variety of delectable and season-
 able dishes can be made from Cox's Gelatine. With this knowledge you will be in a better position to
 sell Gelatine, and in particular COX'S. Every package sold is just so much increased profit.

Remember that Cox's Gelatine is the purest and best made. There is satisfaction in selling it.

ORLANDO

(INVINCIBLE)



MADE IN CANADA

Here is a line, Mr. Grocerman, that you need not be ashamed to offer to your select
 trade.

The ORLANDO is made in the best country in the world (Canada), and offered to
 the best people in the world (Canadians).

Every Grocer should take advantage of the times and be prepared to get his share
 of the enormous business that Canada is going to enjoy in the near future.

ORLANDO WILL HELP YOU.

W. R. WEBSTER & COMPANY, LIMITED
 SHERBROOKE, CANADA



JAPAN TEA

Used by discriminating people who have become acquainted with its matchless flavor and aroma, Japan Tea, grown, cured and packed under the control of the Japan Tea Growers Association will always be found pure, free from dust, stems and broken leaves.

ON SALE AT ALL GROCERS

The Japanese Government prohibits adulteration and coloring of Tea

By keeping a display of Japan Tea constantly before your customers you will reap your share of the big profits arising from our big publicity campaign.

The delicious, wholesome flavor of this natural green leaf will immediately appeal to the most discriminating tea drinker. When you sell a customer the first package you can confidently look forward to her coming back for more. Japan Tea is a real "repeater."

Order your supply to-day and note difference in your turnover.

MONEY IN WASTE PAPER

\$2.00 to \$10.00 a Month for Your Waste Paper

THE "JEWEL" BALER—

Complete with one bundle of wire.

\$17.50 f.o.b. Hamilton

(by 10 day draft)

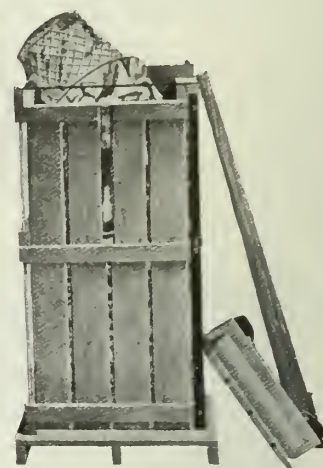
*Not only pays for itself but makes you money.
Strong, Durable, and Easy to Operate.*

There is always a market for baled waste paper, and the installation of a 'Jewel' means a permanent addition to your equipment that will not only very quickly pay for itself and earn you money, but on account of its capacity and ease of operation, will be found a positive convenience to any place of business. It affords every facility for keeping your premises in a tidy condition and reduces to a minimum the risk of fire.



Waste Paper Bin and Baler Combined. An ever-ready receptacle for that burdensome accumulation.

Floor space 23 x 26 inches; height 4 feet 3 inches. Size of bale 14 x 18 inches, with an average weight of 75 pounds.



By all means GET A BALER—better still—GET A "JEWEL." Hundreds of satisfied users testify to its value. All information re Balers or the price and disposal of Waste Paper is free for the asking. Order your Baler to-day.

GENERAL SALES COMPANY

Distributors

203 Stair Bldg.

TORONTO

Fruit Season Now On

Note These Prices:

6 oz.	Jelly Tumblers,	\$3.50	per gross
8 oz.	" "	3.75	" "
8 oz.	Table " "		
	Capp'd,	4.00	" "
$\frac{1}{2}$ lb.	Screw Top Jelly,	4.25	" "
$\frac{3}{4}$ lb.	" " " "	4.25	" "
1 lb.	" " " "	5.00	" "

Cases Free F.O.B. Toronto

Wire Stools, - - \$1.50 each

Scoops—Solid Aluminum, for Grocers' and Confectioners' use.

Lyons & Marks

38 Yonge Street

Toronto

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL Brooms \$4.00, \$4.50, \$5.00 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

It's safer to stock lines that hold the public confidence

GOODS that people KNOW to be good, dependable, convenient, makes it easier for you to sell them—and sell more of them, too.

BORDEN MILK PRODUCTS

have held the confidence of three generations of mothers and physicians in a way that now means bigger sales and better good-will for you.

BORDEN Purity and Borden Advertising have sown the seed of heavy sales in the minds of most people in your locality. Why not cash in on these advantages by getting up an attractive window display of Borden Milk Products to-day.

YOU will find that every Borden Sale means a satisfied customer and the constant run of repeat orders that mean steady business growth.

Order a trial supply to-day.



Borden Milk Co.
LIMITED

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

"Gold Standard" Products are half sold when you get them.

Our Line Includes

Prepared Puddings, Jelly Powders, Teas, Coffees, Baking Powder, Salad Dressings, Spices, Herbs, and many other products.

Write us now for our proposition —

You'll be glad you did.

THE continuous advertising being done by this Company has had a far-reaching effect and has brought more business to the dealers, and more satisfaction to the consumers than those not carrying a stock of *Gold Standard* goods would care to admit.

We offer you a complete line of our thirty standard products. There is always more profit and less trouble in handling one complete line than in selling many odd job lines.

THE CODVILLE COMPANY, LIMITED

Brandon

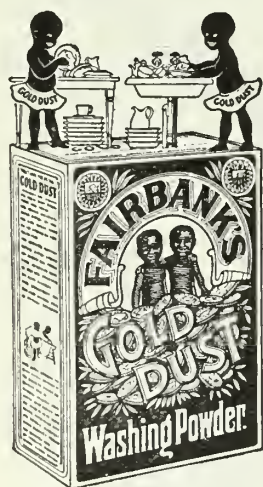
Moose Jaw

Winnipeg

Saskatoon

Medicine Hat

Prince Albert



GOLD DUST SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. **FAIRBANK** COMPANY

LIMITED

MONTREAL

"Let the GOLD DUST TWINS do your work."

If any advertisement interests you, tear it out now and place with letters to be answered.

Which Plan Pays You Best?

Selling the Housewife White Beans or selling Simcoe Baked Beans? Cut this out and stick it on your front door.

Madam — Try a Can of “Simcoe Baked Beans” — they are delicious. (No sorting, soaking, boiling, no salt, pepper, pork, or hot stove baking.)

Just say — “Simcoe Baked Beans.” They are a Canadian Product made for Canadians by Canadians.

Try them to-day.

Dominion Canners, Limited
Hamilton, Canada



Plain, or with Tomato or Chili Sauce

First Crop Japan Teas

Cup qualities which we GUARANTEE

From 22c to 60c per lb.

New season Siftings, 1-lb., 3-lb., 5-lb. packages.

INDIAN AND CEYLON BLACKS

Shipment just received into store.

Selected for fine liquoring quality.

Pekoes, 25c.

O. P., 28c.

Darjeelings, 75c.

"Satisfaction Guaranteed"

or

"Return at Our Expense"

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter St.

-

MONTREAL

Are you selling Malcolm's Milk Products?



Do you know that the selling record established by these high-grade Made-in-Canada lines has placed them ahead of competitors in business-building, profit-making qualities?



It will pay you to push the Malcolm Lines. Every first purchase develops into steady repeat business. Malcolm purity and deliciousness will win the approval of your most hard-to-please customer.

How about a trial order?

The MALCOLM CONDENSING CO.

Limited

ST. GEORGE

ONTARIO

The Arctic Refrigerator

is built by experts who have made a complete study of refrigeration for both domestic and commercial purposes, large and small.

The Arctic is dependable in every way—the dry, cold, circulating air protects the most perishable goods from spoilage, ensuring you against loss from wastage.

Moreover, the ice consumption is the smallest to be had in any refrigerator and the display facilities will serve to promote quick, profitable sales.

Get the Arctic catalog.



John Hillock & Co., Limited
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

Tomato

Pea

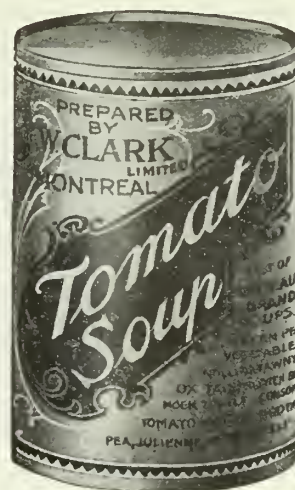
Mock Turtle

Chicken

Scotch Broth

Mulligatawny

and all other varieties



Ask your jobber for prices or send us a post card, but STOCK NOW.

W. CLARK, LIMITED, MONTREAL

Clark's

NOT MUCH ROOM FOR ARGUMENT



Every one who has tried different sugars will readily acknowledge the superiority of

"ROYAL ACADIA" SUGAR

The dealer who handles this brand does not have to spend any time in trying to convince his customers to use

"ROYAL ACADIA" SUGAR

altogether, for every household purpose, for the table, cooking, preserving, etc.

The Acadia Sugar Refining Co., Limited
HALIFAX **CANADA**



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

**Ask Your
 Jobber's Salesman For** *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

**In your Locality
are many
Dogs and Cage Birds**

Your customers must have FOOD for them.
It is to your interest as well as that of your
customers and their pets, that you should
regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and
reliability. It will help you to keep old customers
and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
8 46

For Goodness sake

TRY

GIPSY

Stove Gloss.

Its' "Goodness" sells it.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33, FRONT STREET, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg.
For British Columbia and Yukon: Creeden & Avory,
Rooms 5 and 6, Jones Block, 407 Hastings Street,
West Vancouver.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



**The best value in Rice being
offered on Canadian
markets today.**

Supply The Demand

which advertising in magazines read by
many of your customers has created for

Sani-Flush

Cleans Water-Closet Bowls



You will see that house-
wives are acquainted with
its merits when you dis-
play it in your store. Wo-
men know the drudgery of
cleaning toilet bowls—they
are glad to find an easy
and inexpensive way to do
this work. **Sani-Flush**
solves a serious problem in
the modern home.

You can open a new source of profit by
making it accessible to your customers.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

IT is a safe guess that the people in your community who are not using
CHASE & SANBORN'S COFFEES
 have never tried them.

Sell them one package and your store will have gained a friend.

Chase & Sanborn
Montreal



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
 AND
 PROCTOR**

SOLE PACKERS

Halifax - N.S.



Are you buying or selling produce of any kind in quantities? We can give you service.

Our splendid equipped cold storage plant enables us to meet the demands of both local and export trade with best quality butter and eggs in ear lots or less.

Drop a card for particulars. Our public cold storage system will save you money. Charges moderate.

Canada's old reliable produce house.

The J. D. Moore Co., Limited
ST. MARY'S, ONT.

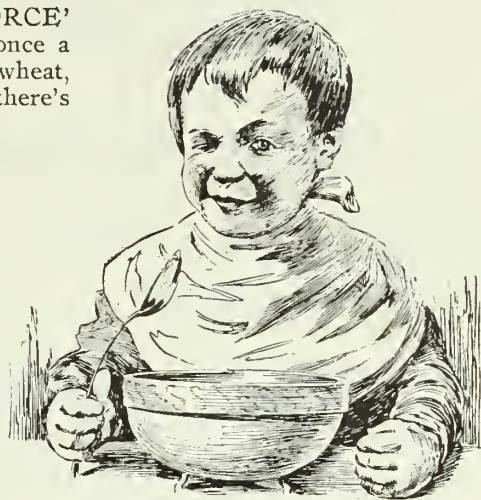
If any advertisement interests you, tear it out now and place with letters to be answered.

Nutritious



SUNNY JIM SAYS:

"If mothers knew how nutritious 'FORCE' really is, they would serve it at least once a day every day in the year. Whole wheat, thoroughly cooked with barley-malt—there's nothing quite as good as 'FORCE.'"



Crisp, crinkly
flakes of wheat

FORCE

cooked with malt
ready to eat.

It's one thing for a food to be nourishing—and "FORCE" is certainly that. It's another thing for it to be tasty and delicious, and "FORCE" is certainly that, too. Let these nut-like, toasted flakes of whole wheat delight you at breakfast to-morrow morning as with thousands of your fellow Canadians.

Price 15c.

Made by The H-O Company, Hamilton,
and Sold by good Grocers everywhere

179

—worth it

SUNNY JIM is figuring this season in new and snappy advertisements (of which the above picture is a miniature example) for "FORCE," which advertising is running in an extensive list of the better Canadian newspapers. The results are very satisfactory, according to reports from The H-O Company of Hamilton, as the demand for "FORCE" shows a very decided impetus this season. Cereals come and cereals go, but the substantial merit of "FORCE" and the many years of persistent advertising behind it gives it an ever-increasing hold on the public. The finest Canadian wheat, cooked with malt, then flaked and toasted, makes "FORCE" one of the most nutritious as well as most appetizing foods on the market.



Put these Canadian Sellers in your Fish Department

Processed
and packed by
Canadians.

Transported
by Canadian
Companies.

Everything is Canadian between your Customer's table and the waters of "Old Atlantic" that yield the delicious

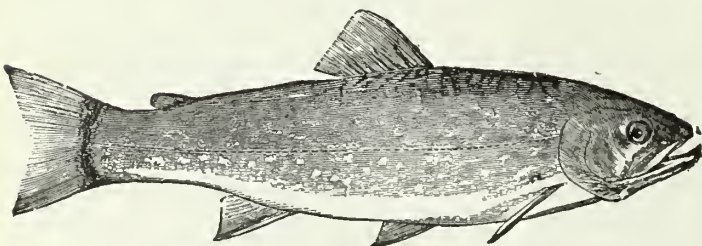
Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

In short, "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of all, they represent an entirely Canadian product.

Stock up with Brunswick Brand $\frac{1}{4}$ Oil Sardines, Kippered Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.



CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.



When you visit the Toronto Fair

don't forget to visit our exhibit of quality shoe dressings in the Stove Building. The unbeatable values that these lines represent are bound to interest you.

In order to make the trade better acquainted with these values, we are giving to those Grocers visiting our exhibit, free samples of our shoe dressings. So don't forget to come in.

Our Lines:

Regent Shoe Paste, Suede Dressings, Patent Leather Cream, Combination Dressings, Colored Glaze, Kid Cream, White Shoe Dressings, all kinds.

Chas. Tilley & Son

Manufacturers

90 Richmond St.,

Toronto

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.
Write or phone.

C. H. GRANT

Wholesale Commission Broker
and Manufacturers' Agent
509 Merchants Bank, Winnipeg
We have several good accounts, but can
give you results on yours.

W. G. A. LAMBE & CO. TORONTO Established 1885 SUGARS FRUITS

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have ware-
houses at all buying points in the
potato belt. Cars always loaded. New
Brunswick, Montreal, Toronto, waiting
orders.

MARITIME PROVINCES.

J. N. COCHRAN Manufacturers' Agent and Grocery Broker FREDERICTON, N.B.

I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

W. G. PATRICK & CO. Limited Manufacturers' Agents and Importers 51-53 Wellington St. W., Toronto

Have You Any Potatoes, Beans or Apples to Offer?

If so, communicate with me.

FRED J. WHITE 27-29 Wellington St. East TORONTO CANADA

CHAS. H. McDONALD & CO. Manufacturers' Agents Post Office Box 727. St. John, N.B.

We have splendid storage facilities and a first
class connection with both wholesale and retail
trade. Get in touch with us in regard to
handling your line.

Maclure & Langley, Limited Manufacturers Agents Grocers, Confectioners and Drug Specialists 12 FRONT STREET EAST TORONTO

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited Wholesale Grocery Brokers and Manufacturers' Agents. WINNIPEG REGINA We solicit accounts of large and pro- gressive manufacturers wanting live representatives.

WATSON & TRUESDALE Wholesale Commission Brokers and Manufacturers' Agents 120 Lombard Street WINNIPEG - MAN. Domestic and Foreign Agencies Solicited.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg
We can make a success of your Agency.
Our STORAGE, DISTRIBUTING and
FORWARDING facilities are unexcel-
led.
Correspondence solicited.
"Always on the Job."

When you buy direct from the country of
origin, and from
Fred. L. Myers & Son, The Sugar Wharf
188 Harbour Street, Kingston, Jamaica.
you will secure at lowest possible prices your
requirements of—Sugar, Rum, Pimento, Cocoa,
Ginger, Honey, Annatto, Coffee, Kola Nuts,
Lime Juice, Orange Oil, Goatskins, Divi-Divi,
Wax, Sarsaparilla, Cassava Starch, Sheep Wool,
Cattle Hides.

NEWFOUNDLAND

T. A. MACNAB & CO. ST. JOHN'S - NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. High- est Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

W. H. Millman & Sons

Wholesale Grocery Brokers

Special lines to offer in
different grades of teas.

Write or wire us if in
the market.

Washington's COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

Yes, Sir, Tartan Brand is a line worth tying to

The reputation which Tartan Brand goods has everywhere established is the direct result of our motto—quality first. We subordinate every other consideration to that of Quality, hence every Tartan Brand customer is a satisfied customer. Tartan Brand Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts and Jelly Powders are all leaders—quick sellers that will move rapidly and leave you a nice profit. Investigate our claims. We pay particular attention to mail orders, and guarantee prompt service.

We carry a full line of fancy groceries, foreign and domestic. Write us.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

From the selection of the best sun-ripened fruits down to the final sealing of the containers, every precaution is taken to eliminate any possibility of inferior quality in Furnivall's Jams.

That's the big reason why Furnivall's are so popular with jam users everywhere. Are you profiting by this popularity?

Furnivall-New, Limited
HAMILTON, CANADA

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

The Oversea Export Co., Limited
Norway

NORWEGIAN SARDINES

IN PURE OLIVE OIL

SPECIAL BRANDS to suit individual buyers.

Place your orders now for early fall shipments. Full particulars and prices from the

Sole Agents:

Stewart Menzies & Co.
70 Lombard St., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Let's Go

is the catchy advertising slogan of the Toronto Exhibition this year. Why not do so, as a trip through the different buildings of Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited
7 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, as a table will be specially set apart for the entertainment of themselves and friends accompanying them.

T. H. E. Co., Limited.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and
Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL



The Eureka

**Your Safest
Investment**

The ONLY
patented re-
frigerator in
existence to-
day with
warm air
flues across
ceiling of cool-
ing room, and
connected with
warm air flues
at sides or ends.

Patented
1900-1910
1914

See our exhibit
in the Indus-
trial Building,
Canadian Na-
tional Exhi-
bition.

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal,
P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St.,
Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed.
Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., Lon-
don, Ont., etc., etc.

EUREKA REFRIGERATOR CO., LTD.

27-31 Brock Ave.

54-56 Noble St.

21-33 Earnbridge St.

TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

The sales-building cereals—

Robinson's "Patent" Groats and Robinson's "Patent" Barley

They are sales-builders of more than ordinary merit, and are especially in demand during the Fall and Winter months.

Every householder in your district is a prospect for the sale of **Robinson's "Patent" Groats** and **Robinson's "Patent" Barley**, and every new customer you get for these time-proven cereals will mean steady repeat sales—more business and good-will for your store.

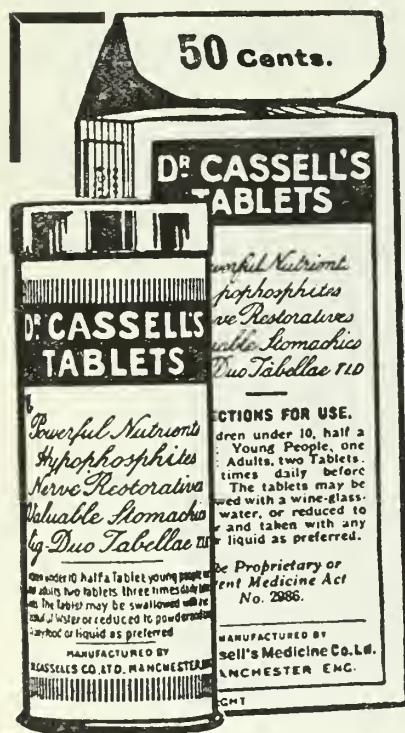
Plan to get this trade now. An attractive little window or counter display will start it coming quick and steady. Order from your wholesaler.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



HOW DOES 50% PROFIT ON EXTRA SALES LOOK TO YOU?

You can add it to your 1916 trade by ordering
now and displaying

Dr. Cassell's Tablets

a nerve cure for disordered nerves—the most common ailment of the human race today.

We recently spent \$60,000 in a Dominion-wide advertising campaign—introducing the famous nerve food to every community in the country. The public have been told all about it, hence a little display is all that is necessary to reap the results of this publicity.

Are you handling Dr. Cassell's? If not, you should begin now to feature this efficient nerve tonic.

A small trial order will start you on the road to steadily growing profits.

Dr. Cassell's Medicine Co., Ltd., Manchester, England

Agents for Canada: Harold F. Ritchie Co., Ltd., 10-14 McCaul Street, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, SEPTEMBER 1, 1916

No. 35

House Cleaning Time Is Here

How One Grocer Cashed in on the Fact—His Advertising Campaign—Windows and Interior Display Preparations—Talking Points Given to the Staff.

Fourth of the Masters Series by E. A. Hughes.

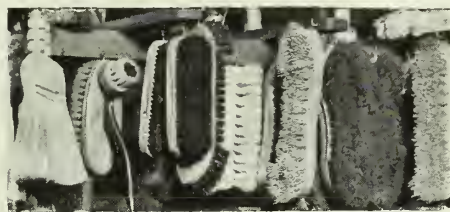
MANY grocers have the impression that the time to put on a house-cleaning campaign is in the spring. They figure that the closed doors and windows necessitated by the wintry weather make the house so stuffy, not to say dirty, that vigorous house-cleaning must be employed before it is sweet and clean again. The impression is perfectly right. Spring is a good time for house-cleaning, and a campaign put on about the 1st of March usually pulls good results.

The impression, while right as far as it goes, however, does not go far enough. For by the same token, if the house is musty and dusty and close and somewhat stale after the winter's closed doors and windows, it is equally untidy and in need of a clean-up after the sultry weather of the summer, when its occupants, if they are home, do as little as possible in the way of working at housework, and if they are away, are not able to give any attention to it at all.

The idea struck J. J. Masters one day, and no sooner had it occurred to him than he got busy with an early fall house-cleaning campaign.

He called the staff together after his usual manner, of which I have told you again and again. He pointed out to them that now was a good time to put on a campaign of this kind. He said:

"More people than ever have been away this year, boys. All the resorts have been chock full of holiday-makers. The reason is that people have more money, and they have certainly spent a whole lot on vacations away from home. That's one reason why people will need to have a session at house-cleaning. Here's another: we have had a particularly hot summer this year, and the dog days are not times when the average housewife likes to thrash around the house with a broom in one hand and a luster in the other. The tendency has been to let the house go with just as



AN OPPORTUNITY HERE

The tendency of the housewife just returned from summer holidaying to plunge immediately into a more or less systematic housecleaning is an opportunity that most grocers have neglected to capitalize. Catch the returned housewife with a carefully planned campaign for the sale of the articles that facilitate housecleaning and profitable business should be the result. Canadian Grocer is convinced that too few merchants have realized this opportunity. Hence this article.

little cleaning from day to day as was absolutely necessary, and no more. These seem to me two mighty good reasons why we should make a special bid for this kind of trade at this time.

Selling Plans

"Now for selling plans. First of all, we intend to set up an attractive window. Manson, that falls to you. Have you any ideas?"

Manson, the display man, thought a moment. Then he suggested a window that sounded well.

"Supposing," said he, "that we have half a dozen brooms standing against the back of the window. They should be standing on the handle end, so that the broom stretches up and suggests action. Then the front edge of the window might be a chain of scrubbing and general short brushes. At intervals on the base of the window we might have a stack of washing powders, another of silverware polish, another of ammonia powder, another of ammonia in liquid form, and so on right across the window,

getting in as many single lines as possible. Then —"

"Just a moment," said Masters. "Let's mention a few of the lines we'll be handling right now while the subject is fresh in our minds. There are brushes, big and little; cleansing powders, mops, soaps, lye, ammonia powder, liquid ammonia, furniture polish, stove polish, silver polish, in powder and liquid, piano polish, distemper, wall paper cleanser, brass polish, dust pans. Anybody think of any more?" he concluded.

"Well, that's quite a heap. Go on with the window description, Manson."

"A good stunt for the middle of the window would be to leave a nice, wide, clear space, and therein have a pan or a piece of wood or something like that. Polish one half and leave the other dirty—"Before and After."

"And old wheeze but a good one," agreed Masters.

"People take notice of that sort of thing. Ever see how many men will stop outside a Dago's window where a hat, half clean and half dirty is displayed. Contrast is the point of appeal."

Cooper suggested that show cards had been forgotten. "We should have some good strong show cards," said he. "Not fancy lettering, but good, bold letters standing out well against the white background. I would suggest two for the window, one at either side. 'House Cleaning Time is Here,' for one, and 'After Vacation You Need to Clean Up' for the other."

"Good enough," Masters approved.

Some Ad. Suggestions

"I will attend to the ads. in the dailies myself?" announced Masters. "Summer is drawing to a close now, and people will be more inclined to read their papers on their verandahs or indoors than they were in the heat of the summer, when the world of out-of-doors was luring them outside. There are two

or three ideas one might play up in separate ads. Bye-the-bye, we'll start in advertising a full week before Housecleaning Week actually begins. Here's a point, and you might all listen to these; they'll make good talking points for you when you have the women here to talk to.

"First, for the sake of health, housecleaning should be the order of the day now. Dust and dirt and insects have gotten into the house while the folk have been away on vacation. They should be cleared right out. Winter is coming, when doors and windows are locked tight, and people should take no chances with dirt. It is too good a breeding ground for germs.

"Secondly, the housewife of to-day is better off than her prototype. She doesn't have to expend an awful lot of energy. There are so many helps to housecleaning, and each one assists in making the actual work lighter for the worker. This is a good point, I think.

"Thirdly, I intend to have my ads. very informative, even at the risk of having the space a little crowded. The reason for this is that housewives don't know some of the preparations which can be used at this time. There are so many new preparations coming out all the time. We carry only the best; lines that we can recommend. In one or two ads. I propose to give a detailed description of as many lines as possible, so that the housewife reading the ad. may know as much as she can glean about the lines we carry before she comes to the store."

Interior Display

Evidently, Masters was not content with planning only for window display. He wanted the interior to be the book of which the window was the index.

"Cooper, you might attend to this end of it," he said. "Have two or three unit tables reasonably near the front door. On these make neat and attrac-

House Cleaning Time

WINTER, with its closed doors and fastened windows, is in the offing. You have been away all summer, and your house is dusty and dirty, maybe. You want it sweetened and cleaned for winter. Otherwise germs left around might mean doctor's bills later.

We can help you by selling you helps. We have them all from A to Z.

A FEW ARE

Powdered ammonia, old and tried cleaner, per package....c.
Silver polish, for brightening and preserving your table silver. Per bottle "—" brand....c.

Dustless mops. You can't afford to be without. The absence of dust is worth the price of....

Lye: an admirable and tested disinfectant. Per tin....c. ...
Soaps—of course you want an abundant supply. Try "—" at....c.

These are just a few of our large selection of housecleaning helps.

J.J. Masters

Phone 52

Main and King Sts

tive trims of various lines. Have every thing priced and everything ticketed, as to uses and so on. It will take a bit of time, but it will pay. Move up your broom racks, and put one on either side the entrance, inside the store, and the same outside the store too. That ought to hammer home the idea of the need for brooms."

"Now, the important thing, and the one in which all of us can share, is the actual selling campaign. Adopt those two points I have already mentioned (1, the need to get rid of germ-breeding dirt, and (2) that you can save the energies of your customers by selling them aids. Then here's another point. Sell as many lines as possible. Many customers know nothing of some of the newer lines we are carrying. We believe in them. We must recommend them. Do it in this way. Suggest specific polish for specific purposes. Some customers come in and get what they vaguely call "some polish." They use it for all kinds of things, from silverware to wood work. There are special preparations for special uses. Sell them as such. Here is a particularly important point. Last year women came in after they had bought some housecleaning line or other, some of them, and complained of its ineffectiveness. In nearly every case where this happened, I proved the reason to be that women complaining had not followed the directions. Naturally, if they do not do as the manufacturer—who knows best—tells them, they can't expect the best results from the preparation. Keep this in mind, if you have any complaints. Moreover, guard against it by telling any customer who is buying something she has not used before that the directions are very good, and, if followed, you can guarantee the effectiveness of the preparation.

"All these plans carried out," summed up Masters. "we should have a crackerjack housecleaning week."

More About the Metric System

Instances That Prove Its Growing Popularity in Countries Hitherto Antagonistic —
Trade Opportunities Missed and Why — Some Objections Answered —
Russia, United States and British Empire Are Only Prominent
Non-users Now.

By Hugh S. Eayrs.

A SHORT article by the present writer appeared in a recent issue of Canadian Grocer, under the caption of "Adopting the Metric System". A number of grocers spoken to on the question desired to hear more about it. They did not commit themselves as to suggestions that it would be a wise move to replace our present system of weights and measures by the



metric or decimal system. They merely represented themselves to be of an open mind on the point. This article proposes

to furnish some further light on what the metric system consists in.

A contemporary, through its Editor, writes to Canadian Grocer as follows:—

"My attention was called to-day to the Editorial in your issue of July 14th and I was very much surprised to learn that you were advocating the adoption of that system of weights and measures.

The grocers, wholesale and retail, in

this country as a rule know very little about the metric system and care less. At my suggestion a reporter of the Boston Evening Record recently canvassed the grocers of Boston on this question and found that they did not want any change in their weights and measures."

The letter is from Samuel S. Dale, the Editor of "Textiles", a journal published in Boston. To dispose of it first of all, before going further into details of the metric system there are three answers to be made.

(i) The Editorial in this paper cited by Mr. Dale distinctly did not advocate the adoption in Canada of the metric system. It concerned itself merely with the statement that the war had done much to familiarize non-metric-using countries with the system. Not a single word suggested that the present method at figuring weights and measures should be replaced by the metric. Merely, the broad lines of metric figuring were indicated, and the system in vogue in Great Britain was referred to as "Quaint" and "inconsistent."

(ii) When Mr. Dale says that the grocers of the United States know very little about the metric system and care less he lays himself open to a query of chapter-and-verse, please. Does Mr. Dale know the opinions of representative grocers in every state? Boston has an infinitely small percentage of the grocers of the union. And if the grocers "know very little about the metric system" doubtless they "care less". Conversely, if they knew more they might care more.

(iii) The canvassing of the grocers of Boston by a reporter eliciting the news that the grocers of Boston did not want any change in their method proves nothing. How many grocers were canvassed? Did the canvasser ever suggest the metric system as an alternative? If not, how many grocers of Boston city of well informed not to say erudite people though it is, knew there was such a thing as a metric system, or knowing, are able to state its rules and details? If so, to how many grocers of Boston had the metric system been adequately explained? And then Boston is a very conservative city.

(iv) The statement that the grocers of Boston do not want the metric system is a moot point, very moot indeed. In a recent editorial the Boston Advertiser makes the statement, referring to the grocers of that city ".....the grocers say they want the metric system."

Grown in Favor

The metric system is growing in favor even in countries which we are taught to regard as and know to be

ultra-conservative and clinging to old forms and manners. I stated in my former article that two years of war had done more to familiarise non-metric-using countries with details of the decimal system than years of academic discussion. Orders from metric using countries, e. g. France, have gone to England and London, and specifications expressed in metric terms have led to people in these two countries becoming acquainted with the metric system. In many cases people thus newly acquainted have heartily approved the metric system and in no unqualified terms have confessed its superiority to our Imperial system. All give one reason, surely as potent as it is undeniable, that the metric system is infinitely simple. Two weeks ago full details of weights and measures under the metric system were given in Canadian Grocer. The metric system is based on the figure 10. Every greater



Consider the ease with which children could learn the simple "ten" system, and consider the difficulty with which we all learnt the irregular Imperial system.

weight on larger measure is greater than the unit by ten or multiples of ten. Our present system now 16 ounces to a pound; 14 pounds to a stone; 8 stones to a hundred weight: 16-14-8. The metric system runs 1 gram; 10 grams to a decagram; 10 decagrams to a hectogram; 10 hectograms to a kilogram; 10-10-10. Which is the simpler.

The same easy rule of multiplication by 10 applies to liquid measure in litres and to long measure in metres. Yet our Imperial system in the former is 2 gills to a pint, 2 pints to a quart; 4 quarts to a gallon; 2 gallons to a peck; 4 pecks to a bushel; 8 bushels to a quarter. Again 2-2-4-2-4-8: as against 10-10-10-10-10-10.

Consider the ease with which children could learn the simple "ten" system, and consider—and remember—the difficulty with which we all learnt the irregular, unsystematic Imperial system. The time-saving merits of the metric system have made a strong appeal to the teaching profession in England as the writer was in a position to confirm. Bodies of teachers have gone on record

again and again to that effect. Our own tables are unwieldy and their unreasonableness is distracting. Compound additions, multiplication, subtraction and division are hard for the English child to learn. Some never learn them but go through life unable accurately to figure, putting it down to the fact that they have "no head for figures". The metric system is merely a question of "tens" or of ciphers.

Losing Trade Opportunities

Undoubtedly, England, and to a smaller extent, we in Canada, have lost trade opportunities by our unwieldy system, English exporters have sent their goods to foreign importers and billed them in terms of Imperial weights and measures. To some foreigners these are just as unintelligible as and more so than pounds, shillings and pence are to Canadians. British Consuls abroad have warned traders in Britain again and again. There is an instance. In 1900 the British Consul at Amsterdam reported in the "Board of Trade Journal" as follows:

"The Iron and Steel Manufacturers"

Unions of Germany have adopted a uniform system of dimensions. The classifications are making more and more progress in Germany not in the iron trades only but in other manufactures. In the future, Germany and the Continent generally will have a constantly increasing advantage over British manufacturers unless the metric system is fully and entirely adopted by Great Britain. I may mention as an undoubted fact that the preference which Germany has obtained herein Amsterdam over Great Britain as regards railway material is mainly owing to the existence of this metric classification."

It may be claimed that the metric system would not be the common method. Indisputably it would. The large and ever-growing number of countries in which perforce the decimal systems has been adopted is proof positive that it is fast coming, and that to stay. Every civilised nation of the world has adopted it excepting Russia, the United States and the British Empire.

In Canada we have some part way, as witness our partially metric system in money. That applies to the United States also.

This is the first of a series of articles by Mr. Eayrs on the pros and cons of the metric system. The opinions expressed therein are the writer's. They are not necessarily held or endorsed by Canadian Grocer. Forthcoming articles will deal with the "Trend of British Opinion Toward the Metric System," and "Objections." Meanwhile, any opinions from readers on any phase of the Metric System will be very welcome.—Editor's Note.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING COMPANY
 LIMITED.

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, SEPTEMBER 1, 1916

No. 35

A POPULAR phrase amended—"Worth its weight in canned goods."

* * *

DOC Cook could probably have reached the North Pole if he had only carried another pound of raisins in his kit.

* * *

THE Metrie System would probably affect us like bitter medicine: Beneficial and not bad after we get accustomed to it.

* * *

YOU realize the world is small when the scratch of a king's pen in the Balkans knocks a few cents off the price of western wheat.

* * *

IF THE raisin gives more strength than meat then the champion pugilists of a future day may be known as the Muscatel Mixer or the Raisin-Fed Kid.

* * *

A DOCTOR has declared the raisin the greatest strength-giving food. The strength of the juice of the grape is beyond question. Taking it all around, the grape seems remarkably potent.

FLOUR'S HIGH RECORD

NOT for twenty years has the price of flour been where it is to-day. A recent advance has made a price for first patents of \$8.40, the highest point touched in twenty years. Readers who have been following the trend of flour as set forth in the market columns, from week to week, are familiar with the reasons of this high price for flour. The Canadian wheat crop will not be as large as last year. The

United States will have no exportable surplus of wheat this year. In both cases rust has been the fly in the ointment. Wheat values have been soaring steadily on account of these indications for the future. Add the factor of the closing of the Dardanelles, which shuts off wheat from Russia, and a very strong wheat situation is created. Consequently flour levels are inordinately high. Few are taking any chances in offering predictions as to future prices. It seems safe to say, however, that flour levels must remain much ahead of those last year, for the next few months.

WHERE ARE THE CHEAP LEMONS?

"LEMONS are at their best and cheapest in August, and it is well to lay in a stock of lemon syrup for future use."—*Toronto Globe*.

The *Globe* should follow the market news in CANADIAN GROCER more closely. Lemons have been the highest in price during July and August this year that they have been for the past seven years. During July they sold to the retail trade by the wholesalers as high as \$9 per case. During the present month they have been selling at \$8 and \$8.50 per case. At the beginning of July they were selling at \$5 a case. In a retail way lemons sold as high as 5c a piece or 60c per dozen in July of this year in certain instances. At the present time they are selling from 40c to 45c per dozen. Only on one other occasion within recent years have lemons been so high in price. Seven years ago they sold as high as \$10 a case. There was a dearth of lemons this year and the long-continued hot spell put lemons at a premium. These market changes in the price of

lemons were recorded in CANADIAN GROCER. With the first big advance of \$2 per case it was stated that there would probably be other advances. And lemons went up another \$2 per case the following week. Is this the kind of lemons *The Globe* hands the public in the shape of authentic news? It is such information as this that creates the idea that the retailer is responsible for high prices.

CANADA IMPORTS COCOA

WHATEVER else the war has done in changing our trade, it has not affected the importation to this country of cocoa. Statistics show that during the fiscal year which ended in March, 1916, the volume of cocoa beans brought to this country was 35,556 hundredweight. This is within a very few of the volumes brought in during the fiscal year ending March, 1914. It is practically equal to last year's imports, also. The value of imports this last year, however, was much higher.

While the imports of raw material are valued higher and have kept up so far as volume is concerned to the level of pre-war years, there is a decrease in the quantity of preparations manufactured from the cocoa bean. Canada cannot be described as a big cocoa-drinking country. The British in us makes us a very large consumer of tea. Our proximity to the United States induces an ever-growing consumption of coffee. Cocoa does not make a great deal of headway, though, truly, it does not go back very much.

FIGURING PROFITS CORRECTLY

ANOTHER page in this issue contains an article under the caption of "Produce Prices for Ten Years." Its conclusions are that butter, eggs and cheese have greatly increased in price during the decade. This raises the question as to whether or no grocers realize that they must figure along one line if they are going to breast the current of rising prices. Butter sold to the trade in 1906 for 21½ cents. If the grocer figured, as many do, on a certain number of cents profit, he would get a certain percentage. Say he sold at 4 cents profit, he would make 19 per cent. If he bought butter to-day at its market price of 35 cents, and figured that he would make a price to the consumer of 4 cents extra, his profit would only be 11½ per cent. profit. There is a vast difference between 19 and 11½. These figures, of course, are merely imaginary, and not quoted as concrete instances. But such grocers as make their retail prices by adding a definite number of cents to their wholesale prices, merely because they have always added that same number of cents, would find themselves badly out of pocket. The same thing applies, of course, to all articles. It is important to remember that fixed percentage should be based on a changing wholesale price.

THE DIGNITY OF THE RAISIN

IN these days it is customary for all who have attained eminence upon one line immediately to rush toward another—writing. Thus actresses, physicians, business experts give all sorts of advice to all sorts of people on all sorts of topics, for so much per line per paper. This is casting bread upon the waters. It returns after many days in the way of additional fame, that of an author.

Our cherished notions have recently been staggered by a physician-writer who tells us, in his daily talks on food, that the raisin is a real food. It is not to be regarded as a luxury any longer. It is a stern necessity. One pound of raisins, says this authority, will more than equal "a pound of beef or five pounds of fish, two pounds of eggs, four pounds of potatoes, two quarts of milk, half a peck of apples, or a dozen bananas."

This takes our breath away. After several readings, we are still unable to determine if a pound of raisins more than equals each one of these various foods mentioned, or if it more than equals a pound of beef or five pounds of fish, plus two pounds of eggs, plus four pounds of potatoes, plus two quarts of milk, plus half a peck of apples, or a dozen bananas. If it more than equals all those things grocers may sell out all other lines and indulge in a grand orgy of raisin sales. No longer will Chesterton be able to talk of "the wicked grocer grocing" who "sweeps the counter down, and calls the sand he thereby gets, his sugar—best in town." The wicked grocer will have no sand nor sugar. His stock will be raisins; his shelves will abound in this *multum in parvo*. There will be window displays of raisins. Advertisements by the grocer will no doubt advertise his "energy-producing raisins," guaranteed to produce distinctly more energy than those of any other grocer in town. Silent salesmen will show raisins in various enticing positions. Clerks will rise to hitherto unattained heights, passionately advising customers to buy raisins, one single pound of which will produce more energy than "one pound of beef, two pounds of, etc., etc."

There is another side to this new dignity of the raisin. Consider the wholesale way in which many people's cherished ideas of raisins as a luxury will be rudely shattered. The raisin to many has had an eminence all its own. It transcended the currant or the piece of citron peel. It left the humble prune far behind. The dried apricot could not attain unto it. The evaporated apple was infinitely lower in the sale of popular esteem and affection. The idea that the raisin is a "real food" and a necessity instead of a luxury will be a blow to many. The physician-writer should have left folk alone in their deep regard for the luxurious raisin. To declare it a real food may have raised its value, but it has lowered its charm.

Canned Goods Higher Still

W. H. Millman, Toronto Importer, Thinks Conditions Point to Higher Prices in Peas
—Returned from Trip to West Coast—Agreeably Surprised at Healthy
Business Conditions Found There.

CANNED peas will undoubtedly be higher than the present prevailing prices. Wholesalers are now selling them around \$1.20 per dozen, and I am firmly of the opinion that before next year's crop is in they will be selling around \$1.40 to \$1.45 per dozen. To the man who can buy and hold at present prices there is undoubtedly a chance to make some money later on. The prices from the canners will, of course, not be higher, as they have named their prices for the season's pack. But advantage will undoubtedly be taken of the shortage in the pack. Canners in Ontario have announced that they will be able to deliver only 90 per cent. of standard peas on orders that were booked prior to June 1. Orders since that date are not being filled at all. On the finer grades of peas the canners are only delivering 50 per cent."

In these words W. H. Millman, sen., of W. H. Millman & Sons, importers and grocery brokers, gave his opinion respecting the canned goods situation. Mr. Millman has been on an extensive trip through Western Canada during the past five weeks, as far as Victoria, B.C., and made calls on many wholesale grocers throughout the Western section. He expressed himself to a representative of Canadian Grocer as agreeably surprised with conditions as he found them in the West, and particularly in British Columbia.

"There was a feeling of confidence among the wholesale grocers in Vancouver and Victoria. Some of them told me that their business at the present time is in a better condition financially than it has ever been. They have more ready cash on hand than they have ever had within recent years. Trade is coming in in larger orders than it has during the past two years. There is activity in the mining and lumber camps of British Columbia, and the help that these industries require consume big quantities of groceries. Agriculture is opening up more in that province. From the small towns in the country districts the wholesalers report a good trade. British Columbia is a province richer than any other in the Dominion, perhaps, in undeveloped resources. But they are being developed gradually, more slowly than on the prairies.

Fine Roads of B. C.

"It was one of the great pleasures of my trip to travel over the beautiful and well made roads of British Columbia. On

Vancouver Island there are hundreds of miles of roads radiating from that city that really make it a pleasure to travel over them. With their trees and mountains and rivers there is really enchanting scenery. Vancouver is becoming a large distributing centre, and will be more so in time to come. Edmonton hopes to corral the Peace River trade, and up to the present time undoubtedly has the advantage. For Edmonton has been the port of supply and outfit for all that north country. However, a railroad is now in course of construction from Vancouver north-east, by way of Fort George, that will make the Peace River country a hinterland for Vancouver.

Canned Peaches to Calgary

"With easy access to the California markets by water, British Columbia is in a very favorable position to import fruits and other commodities produced in that country. Oranges and lemons and peaches can there be secured at very reasonable prices. For instance, in the matter of canned peaches the Vancouver wholesalers import large quantities from California and can ship them as far East as Calgary and enter into competition with Eastern peaches. There will in all probability be a good crop of peaches for canning purposes in Ontario this year, with a price perhaps around 2c per pound. But even with this low price in Ontario wholesalers on the Coast anticipate that they will be able successfully to ship California peaches as far East as Calgary.

"As to other canned goods, such as peas and corn, the supply for British Columbia comes from Eastern Canada. Some tomatoes are canned there. Canned strawberries and raspberries come mostly from Eastern points, but the supplies of these will be very limited this year. British Columbia will have a fairly good apple crop and a good potato crop this year."

Successful Business Trip

Mr. Millman was gratified over the result of his trip from a business standpoint. He found there was business to be had. Particularly in the country districts were things prosperous, and wholesalers were stocking up to a considerable extent for these needs. In some lines he found the wholesalers had allowed their stocks to run low because they had not anticipated present demands, and consequently had not stocked up when prices were lower than they are

at present. In Alberta, Saskatchewan and Manitoba he found there was a particularly good demand from all the country districts. Merchants throughout those districts are in a better position financially than they have been for some time past.

Evidences of Prosperity

He found that business men in Vancouver were generally more optimistic than reports would lead to believe. The swing of business is upward, helped along by the mining and lumbering industries. The war has stimulated these industries greatly. Lumber mills are running that had been closed for some time prior to and following the outbreak of hostilities. Many new mines have been opened and development work is going on in these. Vancouver has finely lighted streets, and the streets and stores would lead the visitor to form the opinion that there is considerable life and business there.



ONTARIO and QUEBEC RELATIONS

A gathering of Ontario and Quebec professional and business men held at the Ritz-Carlton in Montreal during the week and presided over by Zepherin Herbert of the Council of the Board of Trade decided to inaugurate an active campaign to promote better relations between the two provinces. The meeting was arranged by Arthur Hawkes.

Amongst the Ontario representatives present were Messrs. J. M. Godfrey, president of the Canadian National Service League; Hon. Col. Mulloy, S. R. Parsons, vice-president of the Canadian Manufacturers' Association; Col. Leonard, of St. Catharines; A. E. Ames and H. Gundy, of Toronto.

It was decided to arrange a visit to the Province of Quebec by a delegation of about 50 representative Ontario men, who will be received at Montreal by a similar number from this province, and accompanied to the places already named, where the proceedings will not touch questions now in political controversy. It is expected that the excursion will take place about the middle of September.



Butter-making competitions were introduced at the Canadian National Exhibition in 1899 for the first time in America. They are similar to those given at the Dairy Shows in Great Britain.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime

W. Pae, of Stevenson & Pae, of Liverpool and Glasgow, passed away on Aug. 4th. The deceased was well known throughout the produce and provision business in Britain and Canada, and was often a visitor to Montreal and Toronto.

Mortimer B. Davis, president of the Imperial Tobacco Co. of Canada, has been elected to the board of the Royal Bank of Canada to fill the vacancies caused by the death of Wiley Smith, Halifax. Mr. Davis has been interested at various times in several Canadian enterprises, but it is in his connection with the tobacco trade that he is more prominently associated with the public eye. He was for many years associated with the firm of S. Davis & Sons, founded by his father, and was later prominently connected with the consolidation of various interests under the corporate title of the Imperial Tobacco Company of Canada, which covers various branches of the tobacco field. He has also taken an active interest in mining development in Northern Ontario. He was at one time a director of the Union Bank, but retired in 1910.

The Executive Committee of the New Brunswick Provincial Branch of the Retail Merchants' Association of Canada have decided to hold a commercial rally of the retail merchants of New Brunswick in St. John, N.B., on September 19th and 20th, the object being to secure a closer co-operation between manufacturers, wholesalers and retailers, and to show to all the value and aims of the Retail Merchants' Association. One feature of entertainment will be a large complimentary banquet given by the merchants of St. John to visiting delegates. The presidents of Fredericton and St. Stephen local branches are organizing automobile tours of merchants to attend this great "rally." President Murray, of Fredericton, reports twelve automobiles for the tour after the first day's canvas. It is expected that this will be the largest gathering of merchants ever held in St. John.

Ontario

Bread in Sarnia is now selling at eight cents per loaf, which is said to be the highest ever recorded in that city.

The former grocery store on Secord Street, Port Arthur, operated by J. Roberts a few years ago, is to be opened

again under the management of the owner of the property, A. J. Lavaack, of St. Anne.

The Galt Waterworks Commission is considering the proposition of making ice in the winter and selling it to the vendors. There is always an abundant supply of water in the winter months, and by making ice the commission would not only derive a revenue, but would furnish citizens with pure spring water ice, which is hard to procure now.

York County bakers at a meeting at Richmond Hill decided to increase the price of bread to fourteen cents per large loaf, an increase of from two to four cents over present prices. The twenty-five or so bakers present from all parts of the county also formed an association, with Mr. H. T. Grimshaw, of Aurora, as president. North York and a large portion of South York will be affected by the increase in bread prices.

The Retail Grocers' Association of Toronto are circulating a petition among the grocers of the city for signature in favor of closing all grocery stores each evening except Saturday or days before a holiday. The petition also asks for closing on Wednesday afternoons on weeks in which there is no other holiday. It is necessary, in order to make a by-law along this line, to secure the bona-fide signature of 75 per cent. of the retail grocers of the city.

Free ice cream for the kiddies in Toronto recently became very near to being a fact when a small blaze broke out in an ice cream factory in the rear of 68 Davenport Road.

The firemen arrived shortly after the outbreak was noticed, but they did not use the ice cream to quench the blaze. The water pressure was fortunately high enough, and the youngsters were at least spared the sight of good ice cream going up in smoke.

The building, which is occupied by A. L. C. Hopkins, suffered to the extent of about \$200, while the damage to the contents amounted to about \$100. The loss was fully covered by insurance.

Western Canada

The contract for the erection of the new warehouse of Campbell, Wilson & Horne Co., wholesale grocers, at Red Deer, Alta., has been let.

R. E. C. Hooper has been appointed by the Codville Co. to cover Moose Jaw

territory in place of F. C. Graham, who has resigned and gone to Toronto, where he will engage in the manufacture of furniture polish. Mr. Hooper is from Vancouver.

The North-West Biscuit Co., which has been in Edmonton but a few years, has outgrown its present home and its plant, and thousands of dollars are now being expended to add an additional story to the building and instal new ovens and other equipment.

John Duthie, of the A. Macdonald Co., who is leaving the Winnipeg branch to take up a more responsible position with the firm in Port Arthur, was last week presented by his fellow-employees with a handsome silver tea service. J. K. Livingstone acted as spokesman.

Leonard & Flanagan, Medicine Hat, announce a dissolution of the partnership which has existed during the last five years. Mr. Flanagan is retiring from the business, and Mr. Leonard having bought out his partner's interest will continue it at the same stand on North Railway street. The firm has carried on a general store business but Mr. Leonard intends to drop the dry goods end and devote himself entirely to groceries.



BETTER QUALITY APPLES

Halifax, N.S. — Dominion Fruit Inspector George H. Vroom, who has completed a careful survey of the apple producing district of Nova Scotia, says: "Last year 592,000 barrels of apples were marketed. My opinion after having been practically all over the counties of Kings, Annapolis and Hants, is that there will be as many barrels of apples marketed this year as last. Apples this year are of better quality than last year. There will therefore be a larger per cent. fit to pack and there does not seem to be as many apples on the trees this year as last, but the quality will make the difference."

A. E. MacMahon, general manager of the United Fruit Companies, does not think that the total will exceed half a million barrels.



Nearly everything that Canada makes, mines or grows is exhibited each year at the Canadian National Exhibition.

"Snowflake" Ammonia

has not increased in price, even though the cost of its ingredients have more than trebled.

The Original Powdered
Ammonia Is
"Snowflake"



THE
Cartons
contain the *same*
quantity and quality of
Ammonia as formerly.

WE have
been able to
maintain our
old price, simply
because the
demand for
"Snowflake" has
been such as to
warrant our placing
large contracts for
raw materials, previous
to the advance in
prices.

S.F. Lawrason & Co., London, Canada

WE are prepared to take care of all mail-orders; fill and ship them promptly, at the old price for the 5c. and 10c. package.

The Original Powdered Ammonia Is "Snowflake"



Owing to the present transportation congestion, due to the shortage of help, and the increased service required for

the moving of troops and munitions and grain, we would suggest that you send in your orders EARLY. Thus you may avoid disappointment in the arrival of shipments.

PRICES

5c. package, 3 doz. to the case - - - \$1.25
10c. package, 3 doz. to the case - - - \$2.25
5 case lots and upwards less 5%. Freight paid.

MAIL YOUR ORDER TO-DAY TO YOUR JOBBER.

We will fill and ship promptly.

S. F. Lawrason & Co., London, Canada

Further Advance of 30 Cents in Flour

Sugar Weaker, Decline Looked For—Canned Salmon to be Higher—New Prices to be Named Almost Immediately—Canned Vegetables Higher—Mill Feeds Have all Advanced.

Office of Publication, Toronto, August 31.

The announcement of the entry of Roumania into the war on the side of the Allies came just a little too late to forestall an advance of 30c per barrel in the price of flour. Flour is now at the highest point in twenty years. Graham flour and wheat flour advanced in sympathy with first patent flours. There was a fluctuation of 9¾ cents per bushel in the price of wheat on Monday of this week. The demand for flour has been good. Business is being done on a 30-day basis. If the price goes down in the meantime, the buyer will get the benefit of the decline. This has had a tendency to cause merchants to protect themselves on an advancing market. There is a heavy demand for mill feeds and millers have had to limit the amount of orders in some cases. Prices have advanced on bran, shorts and middlings. Sugar is weaker and a decline is predicted for the near future. Reports from Ontario points indicate that there has been an improvement in the supply of Western salmon. Prices are firm. Mackerel and sole are expected from the New York market this week. This will be the first of the season. Farmers throughout Ontario are busy harvesting and shipments of hogs have been light. It is anticipated that with the completion of harvesting, larger shipments of hogs will come in and prices may become easier. There has been a big consumption of cooked meats and prices are firm and high.

Butter prices have again advanced. There has been a heavy export demand. Prices are high compared with prices during the corresponding period of last year. Cheese also advanced further during the week. A Government official has predicted an egg famine during the coming winter, but commission men are incredulous. They are of the opinion that prices will be high during the winter, but do not think they will reach famine prices.

Reports from the West indicate that the prices on this year's salmon pack have caused uneasiness among jobbers. Prices are considerably higher than last year and will be still higher following the increased freight rates effective Sept. 1. On the average jobbers expect to get about 50% delivery. Reports from Ontario and Quebec on the potato crop are very disappointing.

Quebec Markets

Montreal, Aug. 31.—Canned corn has again advanced. Packers state that they are out of baked beans and tomato sauce, until the fall output. A stiffening in prices in all canned goods is anticipated. Butter is soaring ahead. Prices in all lines advanced one cent, and some of the country boards report record figures. Cheese prices are undisturbed this week, but values have steadily climbed to the highest level in the history of the industry, and some members of the trade say they would not be surprised if quotations went still higher. The exports have been 90,000 boxes in excess of the same period last year, so that the increase in receipts of 45,000 boxes, is

more than swallowed up. Eggs, too, have shown an advance.

Flour has advanced again, while all feeds have gone up. Millers generally discount sharp reactions in grain market such as the one on the Roumanian war declaration, and opinions are heard that wheat will go to record prices. Anyhow flour is firm at the advanced price. All lines of feed have advanced. Orders are conservative, but even so millers are away behind with orders.

Following the advance in wrapping paper there is an advance in cotton twine of about 2½¢ a lb.; three ply being now 27½¢ to 28¢, and four ply 30½¢ to 31¢.

SUGAR.—Prices in raw sugar have weakened since our last report, and sales were reported at 6 to 7 points lower. But this has not weakened the general situation of the market, as the large refiners are still refraining from buying while the big Cuban syndicate are still off the market except at their

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
Eggs have advanced.
Butter again advanced.
Pork products unchanged.
Heavy exports of cheese.

FLOUR AND FEED—
Another advance in flour.
Mill feeds advanced.
Wheat fluctuating.
Millers behind with orders.

FRUITS AND VEGETABLES—
Potato crop disappointing.
Home-grown fruits arriving.
Melons declined in price.
Tokay grapes arriving.

FISH AND OYSTERS—
Pike firm at last advance.
Salt fish firm.
Better supply of smelts.
Fish market perturbed.

GENERAL MARKETS—
New canned goods prices.
Cotton twine advanced.
Sugar weaker.
Molasses firm at increase.
Primary pepper markets active.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour up 30c.
Millfeeds advance 5¢.
Wheat fluctuates.
Cereals only fair demand.

FRUIT AND VEGETABLES—
Blueberries higher.
Peach crop short.
Tomatoes cheap in price.
Pickling cucumbers in.

FISH AND OYSTERS—
Whitefish scarce.
Mackerel and sole expected.
Supply not equal to demand.

PRODUCE AND PROVISIONS—
Live hogs firm.
Butter higher.
Eggs and cheese advance.
Honey moves slowly.

GENERAL GROCERIES—
Sugar weak.
Canned goods up.
Dried fruits firmer.
Cream of tartar lower.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour jumps to \$8.30 per bbl.
Merchants afraid of high market.
Wheat continues to advance.
Alberta wheat crop is good.
Higher prices for feeds.

PRODUCE AND PROVISIONS—
Live hog market eases off.
Meats are unchanged.
Butter up; No. 1 creamery 32c.
No. 1 candled eggs at 25c.
Cheese up with butter market.

FISH AND POULTRY—
Poultry arriving better.
Broilers bringing 28c per lb.
Fowl plentiful at 21c per lb.
More trout next week.

FRUIT AND VEGETABLES—
Peaches and tomatoes big sellers.
Ontario tomatoes \$1.25 11-qt. basket.
Tokay grapes now on market.
New B.C. potatoes down to 1½¢ lb.

GENERAL GROCERIES—
New pack salmon open high.
Pepper and cloves advancing.
Better grade nutmegs scarce.
Cane syrup seller at decline.
New raisin prices expected.
Split pea market firm.

price. The break was due to speculators who could not carry their holdings and had to come in.

Quotations are maintained this week at previous level. Buying continues of the conservative order, with stocks in merchants hands very low. The market, therefore, is in a very peculiar state, with no one caring to look very far into the future.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	7 80	
20 lb. bags	7 90	
2 and 5-lb. bags	8 10	
Extra Ground Sugars—		
Barrels	8 15	
50 lb. boxes	8 35	
25 lb. boxes	8 55	
Yellow Sugars—		
No. 1, 100 lb. bags	7 40	
Dark yellow, 100 lb. bags	7 20	
Bright cogue, bbls. only, cwt.	7 65	
Powdered Sugars—		
Barrels	7 95	
50 lb. boxes	8 15	
25 lb. boxes	8 35	
Paris Lump—		
100 lb. boxes	8 46	
50 lb. boxes	8 50	
25 lb. boxes	8 76	
Crystal Diamonds—		
Barrels	8 40	
100 lb. boxes	8 50	
50 lb. boxes	8 60	
25 lb. boxes	8 80	
Cartons	9 45*	
Half cartons	10 15*	

*Not new prices; have been in force some time.

MOLASSES.—After the increase noted last week molasses have been very firm, but there has been no further advance. Buying has not been checked in any way, and all quarters report satisfactory business for the time of the year.

		Prices for	
		Fancy.	Choice.
Barbadoes Molasses—		Island of Montreal.	
Punchons	0 62	0 54	
Barrels	0 65	0 57	
Half barrels	0 67	0 59	
For outside territories prices range about 3c lower.			
Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.			
Corn Syrup—			
Barrels, per lb., 34c; ½ bbls., 4c; ¼ bbls.	0 04½		
Pails, 33½ lbs., \$1.95; 25 lbs.	1 40		
Cases, 2 lb. tins, 2 doz. in case.	2 65		
Cases, 5 lb. tins, 1 doz. in case.	3 00		
Cases, 10 lb. tins, ½ doz. in case.	2 90		
Cases, 20 lb. tins, ¼ doz. in case.	2 85		
Cane Syrup—			
Barrels, lb., 54c; ½ bbls.	0 05½		
Cases, 2 lb. tins, 2 doz. in case.	4 80		

DRIED FRUITS.—The market has taken on a quiet tone, with just enough demand to keep prices steady, and stock moving. The great consideration now is the question of the coming new crops, and how the congested transoceanic freightage will affect the transportation. The two points are of course vital, for upon them depend the well being of the fall and Christmas buying. The reports just to hand, so far as the Eastern producing countries are concerned, are both good and bad. In this way. There will be more currants, raisins, figs, dates etc., free for importation owing to the fact that there will be a smaller Government call upon them, real money being demanded instead of in kind, but as the crops themselves are reported below average the situation works out just the same. As to the freightage, nobody cares to say what is likely to happen.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	0 09½	
Apples, choice winter, 50-lb. boxes	0 09	
Apricots	0 14	0 15

Nectarines, choice	0 11½	
Peaches, choice	0 08	
Pears, choice	0 13½	
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 30	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	0 14	
Filiatras, packages, new	0 15	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Paris, choicest	0 12½	
Hallowee, loose, new	0 09½	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 10 oz.	0 09½	
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	1 50	
Prunes—		
30 to 40, in 25-lb. boxes, faced.	0 11	0 13
40 to 50, in 25-lb. boxes, faced.	0 10½	
50 to 60, in 25-lb. boxes, faced.	0 10	
60 to 70, in 25-lb. boxes, faced.	0 09½	
70 to 80, in 25-lb. boxes, faced.	0 09	
80 to 90, in 25-lb. boxes, faced.	0 09	
90 to 100, in 25-lb. boxes, faced.	0 06	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscateles, loose, 3-crown, lb.	0 09	
Muscateles, 4-crown, lb.	0 09½	
Cal. seedless, 16 oz.	0 12½	
Fancy seeded, 16 oz. pkgs.	0 10½	0 11½
Choice seeded, 16 oz. pkgs.	0 10½	0 10½
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—The market is on the dull side with merchants holding off buying so long as is absolutely necessary. Although stocks are not plentiful orders are always met, if not the same day, then in a day or two. Thus the market is very firm with no decided and general change in quotations. Beans will probably remain firm until the new crop, and some say even then. Quebec shipments in peas continue steady although not of large volume. There is no change in prices, with orders passing sufficient to carry for immediate needs.

Beans—		
Canadian, 3-lb. pickers, per bushel	6 00	
Canadian, hand-picked	5 90	6 50
Canadian, 5-lb. pickers	5 60	
Yellow eyes, per bushel	5 70	
Lima, per lb.	0 08½	
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 98 lbs.	5 00	6 25
Barley, pot, per bag	3 25	
Barley, pearl, lb.	0 04½	0 05

SPICES.—The primary markets in pepper have been much more active especially in black pepper. White has been quiet. In the States, blacks have been selling much more below import cost than whites. This article next to nutmegs has been more directly affected by the recent forced selling than anything else in spices. The spot prices of black peppers are still markedly below future prices, especially Malabars which are two to three cents below cabled figures from India.

5 and 10-lb. boxes.		¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 09	0 23
Cassia	0 27	0 87	0 37
Cayenne pepper	0 28	—	0 35
Cloves	0 30—0 32	0 90	0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	0 25	—	0 31
Ginger, Jamaica	0 28	1 16	0 29
Mace	0 80	—	1 00
Nutmegs	0 45—0 45	—	0 80
Peppers, black	0 28	0 85—0 93	0 38
Peppers, white	0 36	1 16—1 20	0 37
Pastry spice	0 22	0 95—1 20	0 29
Pickling spice	0 18—0 22	—	—

Turmeric	0 21—0 23	—
Lower prices for pails, boxes or balters when delivery can be secured.		
Cardamon seed, per lb., bulk	2 00	2 50
Caraway—		
Canadian	—	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 22
Pimento, whole	—	12-15

NUTS.—The outstanding feature of the markets is an advance of one cent in Grenobles making the price now 18 to 19. This is due to diminishing stocks and the maintenance of a steady demand. Almonds are scarce which accounted for their advance last week. Naturally the market is firm, with a seasonable demand apparently unchecked by the enhanced price. As a matter of fact stocks of all kinds in users hands are so low, owing to the hand-to-mouth buying policy pursued so long, that immediate requirements have to be obtained no matter what price. Apart from this little ripple, the market is undisturbed with an undertone of strength.

Almonds, Tara, new	0 19	0 20
Grenobles	0 18	0 19
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 36	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 41	0 42
Sicily filberts	0 18	0 19
Filberts, shelled	—	0 35
Pecans, large	0 19	0 20
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

COFFEE.—Still an unbroken market with prices holding steady under a fair demand. It is apparent that stocks in merchants' hands are not heavy as buying partakes of a hand-to-mouth character. But the present state of the market permits of this without danger. So long as it does so, all is well, but the congested state of the worlds' shipping, and the war situation, does not allow of buying going to sleep over the markets. It is well to keep one's weather eye open.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicoory, lb.	0 12	0 14

TEA.—The market is quiet, with no disturbing feature immediately in view. Fair amount of business is being done, with stocks in hand more than sufficient to meet all requirements. The fact noted last week that better quality tea was in increased demand compared with the inferior, shows that not only consumers tastes are being educated, but that they are in a better position financially to gratify them.

RICE AND TAPIOCA.—The market is dull and uninteresting. No change is reported, with orders very conservative. Only sufficient quantity is being moved to supply immediate needs. Reports from primary markets while not optimistic are not pessimistic, and may be, with uninterrupted transportation, and ready at the time when wanted, the market

will remain steady and sufficient stocks secured to meet the coming fall demand, which should be heavy on account of the present low quantities held.

CANNED GOODS.—Opening prices on different grades of salmon have been issued by the canners, but jobbers have not yet made up their prices fully. It is apparent from the reports which we have made from time to time that buyers must face much heavier prices, so that little consternation will be felt when the whole list is published. No one can grumble at increased prices when those increases are legitimate, and not the result of a speculator's ring. With shortage in pack, and increases in cost of canning, the advance in salmon is apparently justifiable. The prices issued as yet show that Chum salmon is quoted at \$1.00, an advance of 5c; with clover leaf \$2.75 for talls, and \$3.00 for flat, an increase of 25c. The market is stiff, too, in other lines and prices generally are slated for a general advance. Corn is quoted at \$1.10 which is an advance of 10c. Garden peas is firm at last weeks advanced price of \$1.10; \$1.12; \$1.12½. Early June remains at \$1.22½ and red raspberries at \$2.40 per doz. Canned tomatoes maintain the last advance of 5c on minimum price. The demand is steady, for merchants must buy as their stocks are low, and only capable of meeting the demand with repeated ordering. Baked beans in tomatoe sauce are ripe for an advance as packers report being out of stock, and that the fresh can will not be ready until the fall.

Ontario Markets

Toronto, Aug. 31.—The two interesting situations in the market during the week are those of flour and sugar. Flour has advanced to \$8.40 in car lots, and all mill feeds have increased the pace. Wheat is in a fluctuating state. With the entry of Roumania into the war, wheat prices were driven down approximately 10c per bushel, but on the second day recovered almost half of the loss. The tendency to firmness again in wheat also confirms the present high prices for flour. Well informed flour men think prices for first patent flours have reached pretty near the high limit. At the present time they are higher than they have been for over twenty years. There is a wide spread between winter wheat flour at \$5.80 per barrel in car lots and first patents at \$8.40. There are those who look for this to be reduced by winter wheat flour increasing in price.

SUGAR.—The sugar market is very weak. On August 8 a new low level for

centrifugals was established at 5.77c for sales ex-store New York by American refiners, thus establishing a market quotation at this figure, at which it has remained nominally ever since, until Monday of this week, when a new and lower level was established by the sale of 3,000 bags at 5.25c ex-store New York. At this figure it remains at the time of writing, with buyers showing no further interest. Refined sugar went as low as 7c in New York, which on an equal parity is a full half cent lower than Canadian refined. The wholesale situation is asserted to be an enigma by well informed sugar men. Statistically, they point out, the position improves every day. During the past week Cuban stocks were reduced 23,000 tons, which is only 10,000 tons above the same period last year. There now remain only three centrifugals grinding, as against four at the same time last year, which would seem to indicate that available supplies of raws are nearing an end. Receipts at shipping ports were less than 10,000 tons with exports over 23,000 tons during the week. But a fact which militates against high prices for sugar lies in the small consumption of refined sugar both in the United States and Canada. Meltings during the week were only 49,000 tons, as compared with 66,000 tons for the same week last year, 71,000 tons in the same week in 1914, and 64,000 tons in 1913. Meltings are taken as an indication of sugar being consumed. Some Cuban raws in distressed cargoes are obtainable as low as 4.50c. One of the factors that point toward lower sugar is the present differential between raw and refined of 1.35c per pound between the asking price of raws and the lowest quotations for granulated. Ordinarily the differential is only .80c per pound. Everything points to a further decline in refined sugars.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 86
25 lb. bags	7 96
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 86
New Brunswick refined, 100-lb. bags	7 86
Extra Ground Sugars—	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lumps—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—There is very little stock moving in the molasses market. The new crop of Barbadoes will not be in until March, 1917. The big consumption of molasses is on between September and March. Business is expected to be more brisk with the cooler weather of the present month. A better demand is expected to have a firming tendency on

prices. Locally there have been no price changes.

Barrels, about 750 lbs.	0 64½
Half barrels, about 350 lbs.	0 64½
Quarter barrels, about 175 lbs.	0 64½
Cases, 2 dozen 2-lb. tins	3 00
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrup—	
Barrels, lb., 5¼c; ¼ bbls.	0 45½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	6 61
West India	0 42 0 45

TEAS.—The better grades of teas have advanced a farthing to a halfpenny in the London market, with common teas lower in price. The demand has not been big. The quality of Ceylon teas on the whole now offering is poor, but Indian teas, on the other hand, are fairly good. There has been an easier tendency in Pekoe sours, which in the good average grades are quoted around 22c per pound, a decline of 2c.

	Per lb.
Pekoe Souchongs	0 22
Pekoes	0 25
Orange Pekoes	0 28
Broken Pekoes	0 30
Broken Orange Pekoes	0 32

These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.

COFFEE.—There is a firmness in the coffee market, as reflected in the closing bids for future deliveries for coffee on the New York coffee market. These futures ranged all the way from 9.27c in September to 9.58c for deliveries next July. Fine weather conditions are reported in all the Brazilian fields. The stocks of coffee in New York show a decline as compared with the same period last year. At the time of writing there were 814,423 bags on hand, as compared with 1,863,062 bags last year. Receipts at Rio and Santos this year have thus far been considerably under those of last year, port records showing that 2,614,000 bags have been received, as against 3,132,000 bags at the same time last year. Local prices hold firm, with an increase of a cent per pound in Rio.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 27	0 25
Java, lb.	0 33	0 38
Maracaibo, lb.	0 25	0 27
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 30	0 21
Santos, Bourbon, lb.	0 21	0 24
Santos, lb.	0 21	0 23
Chicoory, lb.	0 13	0 15

SPICES.—Reports from wholesalers assert that the demand for spices of all kinds have been better this year than last year. There seems to be more money in circulation, and the decrease in population through the troops being away apparently has made no perceptible difference in consumption. Cream of tartar is easier in price this week, the price being shaded 5c per pound, and is now quoted at 50c. Stocks now on the way from France will make still cheaper goods on their arrival. These are expected in about a month's time. All other prices hold firm.

	Pure, lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 50

Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	0 30
Nutmegs	0 31
Pastery	0 22
Pickling spice	0 28
Pepper, black	0 36
Peppers, white	0 39
Nutmegs, select, whole	0 40
Mustard seed, whole	0 28
Celery seed, whole	0 45
Coriander, whole	0 13
Caraway seed, whole	0 28
Spice, pickling, whole	0 20
Cream of tartar	0 50

BEANS AND PEAS.—Blue peas are very scarce at the present time. Split peas have been offering very slowly, and the demand continues good. There have been advances in both blue and split peas during the week, the former is now selling from \$3.75 to \$4 per bushel, and the latter from \$5.60 to \$5.75. The quality on beans continues of a secondary grade. Some new blue peas have reached the market from this year's crop. The sample is reported to be up to that of last year.

Beans, hand-picked, bushel	5 60	6 00
Prime	5 00	5 10
Peas, blue, bushel	3 75	4 00
Split	5 60	5 75

DRIED FRUITS.—Prices on the new crop seeded raisins have been named, which are $\frac{1}{4}$ c to $\frac{1}{2}$ c higher than the old crop. All the old crop are now sold out. The new prices on prunes are $\frac{1}{4}$ c. The new prices on dried peaches named by the Peach Growers' Association is looked upon by the trade as being high, but withal not unreasonable. This is the first year that the association has been working effectually, and it is expected the market will be kept well in control. Importers point out that associations of this kind have invariably worked out to the benefit of the industry. Advances are expected over the opening prices. Quotations on new currants are $11\frac{1}{4}$ c in bond, which will bring the cost to the retail trade in the neighborhood of $12\frac{3}{4}$ c to 13 c per pound. Apricots extra choice are quoted at an advance of $\frac{1}{2}$ c per pound. Package dates are easier in price, being quoted at 10 c to 15 c under that of last week. Choice peaches are quoted a $\frac{1}{4}$ c better than last week's quotations, and is now quoted at $9\frac{1}{2}$ c to 10 c. Fancy peaches, on the other hand, are down slightly, quotations being $10\frac{3}{4}$ c to 11 c.

Apples, evaporated, per lb.	0 08 $\frac{1}{2}$	0 09
Apricots—		
Choice, 25's, faced	0 14	0 15
Extra choice, 25's, faced	0 16 $\frac{1}{2}$	0 17 $\frac{1}{2}$
Fancy, 25's, faced	0 17 $\frac{1}{2}$	0 18 $\frac{1}{2}$
Candied Peels—		
Lemon	0 18 $\frac{1}{2}$	0 19 $\frac{1}{2}$
Orange	0 18 $\frac{1}{2}$	0 19 $\frac{1}{2}$
Citron	0 25 $\frac{1}{2}$	0 26 $\frac{1}{2}$
Currents—		
Patras, per lb.	0 14 $\frac{1}{2}$	0 15 $\frac{1}{2}$
Patras, per lb.	0 15 $\frac{1}{2}$	0 16 $\frac{1}{2}$
Vostizias, choice	0 16	0 17 $\frac{1}{2}$
Cleaned, $\frac{1}{2}$ cent more.		
Dates—		
Packages, 3 doz. in case	3 80	3 90
Golden dates, lb.		0 08 $\frac{1}{2}$
Prunes—		
30-40s, California, 25-lb. boxes		0 14
40-60s, 25-lb. boxes	0 10 $\frac{1}{2}$	0 11
50-70s, 25-lb. boxes	0 09 $\frac{1}{2}$	0 10
60-70s, 50-lb. boxes	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
70-90s, 50-lb. boxes	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
80-90s, 50-lb. boxes	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
90-100s, 50-lb. boxes	0 09	0 09 $\frac{1}{2}$
25-lb. boxes, $\frac{1}{4}$ c more.		
Peaches—		
Choice, 50-lb. boxes	0 08 $\frac{1}{2}$	0 09

Stds., 50-lb. boxes	0 08	0 08 $\frac{1}{2}$
Choice, 25 lbs., faced	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Extra choice, 25 lbs., faced	0 10 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Fancy, 25 lbs., faced	0 10 $\frac{1}{2}$	0 11
Raisins—		
Valencia, Cal.	0 07 $\frac{1}{2}$	0 09
Seeded, fancy, 1 lb. packets	0 10 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Seedless, 12 oz. packets	0 11	0 12

RICE AND TAPIOCA.—There has been a good demand for rice, with prices holding firm. Rangoon B is quoted at \$4.38 per 100 pounds, and packing at \$4.50 to \$4.75. Texas Japans are quoted all the way from \$4.75 to \$6. Tapioca is selling from 9c to 10c.

Rangoon B, per 100 lbs.	4 38	4 75
Pickling rice, 100 lbs.	4 50	4 75
Texas Japans, 100 lbs.	4 75	6 00
Tapioca, per lb.	0 09	0 10

CANNED GOODS.—Packers have named their prices on certain lines of canned salmon during the week. The resale price to retailers at the time of writing had not been fixed. Prices are high, with Horseshoe talls not delivered in any quantities. There will be a few Horseshoe halves for delivery, but, generally speaking, the sockeye pack will be short, which will drive the trade to cohoes. Indications point to higher prices in canned salmon. Advances of 15c to 20c per case have been recorded during the week. Peas have also been firm in price, with inside prices no longer obtainable, now selling at \$1.25 straight. Red raspberries are quoted at \$2.60, and red cherries at \$2.45, and strawberries at \$2.50.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases 4 doz. per doz.	2 75	
1/2 flats, cases 8 doz., per doz.	1 75	2 00
Five cases or more, 2 1/2 doz. less than above.		
Chums, 1-lb. talls	1 15	
Pinkos, 1-lb. talls	1 35	
Cohoos, 1-lb. talls	2 15	
Red Springs, 1-lb. talls	2 00	
Humpback, 1/2-lb. tins	0 50	
Canned Vegetables—		
Tomatoes, 3's	1 45	
Peas, standards	1 25	
Early June peas	1 45	
Corn, fancy, doz.	1 20	
Corn, 2's, doz.	1 10	
Red raspberries, 2s	2 65	
Red cherries, 2s	2 45	
Strawberries, 2s	2 50	

Manitoba Markets

Winnipeg, August 31.—Prices on this year's salmon pack have caused considerable uneasiness among local jobbers. As was expected, they are considerably higher than last year, and they will be higher still when the increased freight rate, which goes into effect Sept. 1st, is added. On the average, jobbers expect to get about 50 per cent. delivery. On some of the lines the percentage of delivery runs extremely low. In the case of Tall Sockeyes there is practically none offering at all. The short pack is attributed to a good many things, one of which is stormy weather. Under these conditions it is easy to believe the trade have difficulty knowing where they are at, especially with uncertain deliveries. Thus

it is not easy to name prices to the retailer, as the wholesaler, while he knows what he is paying, is not sure about freight rates and deliveries. Roughly speaking, Sockeye halves are \$12.00 per case. Sockeye talls \$10.00, Cohoe halves \$8.75, Cohoe talls \$7.50, pink halves \$6.25, pink talls \$5.00, white spring talls \$4.50. One of the largest packers has not packed any red springs this year. The increase in price will be about as follows:—Sockeye halves 65c per case higher than last year; Sockeye talls 75c higher, Cohoe halves \$1.25 higher; Cohoe talls \$1.75 higher; pink halves 75c higher, pink talls 65c higher, and white spring talls 70c higher per case. To these increases must be added extra freight. The freight last year was 50c per case; this year it will be about 65c per case.

Advances Expected

A big sale is reported this year in maple syrup, and prices are holding up at about the same level as last year. Macaroni is expected to go up in sympathy with flour. A sharp advance has taken place in butter, No. 1. creamery in catonsr brings 32c; No. 2, 31c. Dairy is also firmer, regular stock selling for 24-26c, and choice dairy 26-28c. A wire received last week reported freight rates on coffee advancing, and quotations may be raised. The raisin Association have withdrawn prices for old crop; new prices on California stuff are expected to be named next week.

SUGAR.—The market for refined in Winnipeg stands at \$8.40, at which figure there is only a fair volume of business. Refiners report very little business passing in raws at New York, and ad-

		Per cwt.
Sugar, Eastern—		in sacks
Standard granulated	8 40	
Extra ground or icing, boxes	9 25	
Extra ground or icing, bbls.	8 95	
Powdered, boxes	9 05	
Powdered, bbls.	9 15	
Hard lump (100-lb. case)	8 15	
Montreal yellow, bags	8 00	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 35	
Halves, 90 lbs., per cwt.	8 45	
Bales, 20 lbs., per cwt.	8 45	
Powdered, 50s	9 00	
Powdered, 5s	9 25	
Icing, barrels	9 00	
Icing, 50s	9 20	
Cut loaf, barrels	9 30	
Cut loaf, 50s	9 50	
Cut loaf, 25s	9 55	
Sugar, British Columbia—		
Extra granulated sugar	8 40	
Bar sugar, bbls.	8 85	
Bar sugar, boxes, 50s	8 95	
Icing sugar, bbls.	8 95	
Icing sugar, boxes, 50s	9 25	
H. P. lumps, 100-lb. cases	9 35	
H. P. lumps, 25-lb. boxes	9 55	
Yellow, in bags	8 00	

SYRUPS.—With the corn market still very firm, it is understood here that corn syrup may advance again. Even at the high prices there is a fair demand. The decline in cane syrup reported last week had the effect of stimulating trade. Evidently buyers considered 30c a very substantial reduction and decided to buy at the old prices. Little change is reported in molasses.

Corn Syrup—		
2s, per case 2 doz.	.....	3 18
5s, per case, 1 doz.	.....	3 53
10s, per case, ½ doz.	.....	3 43
2s, per case, ½ doz.	.....	3 42
½ barrels, cwt.	.....	5 06
B.C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case.	.....	3 80
5-lb. tins, 1 doz. to case, per case.	.....	4 45
10-lb. tins, ½ doz. to case, per case.	.....	4 15
20-lb. tins, 3 tins to case, per case.	.....	4 09
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)		
Molasses—		
Barbadoes, ½ bbls., per gal.	.....	0 70
New Orleans	.....	0 37
New Orleans, tins, 24 x 2 lb. case, \$2.35; 24 x 3 lb. case, \$3.15; 12 x 5 lb., \$2.75; 6 x 10 lb., \$2.65.	.....

DRIED FRUITS.—Currants—The primary market very high. A little buying going on locally, but not heavy volume. Raisins.—Fairly heavy sales have been made for August shipment on account of the advance in freights which takes place Sept. 1, from California points. Prunes.—No material change in this market. Dates.—High-grade dates advanced ½c per lb. Peaches and apricots.—The market remains very firm.

Dried Fruits—		
Evaporated apples, choice, 50's	.....	0 07½
Evaporated apples, choice, 25's	.....	0 08½
Evaporated apples, 3-lb. cartons	.....	0 30
Pears, choice, 25's	.....	0 12½
Apricots, choice, 25's	.....	0 14½
Apricots, choice, 10's	.....	0 15½
Peaches—		
Choice, 25-lb. boxes	.....	0 07½
Choice, 10-lb. boxes	.....	0 08½
Currants—		
Filiatras, wet, fresh cleaned	.....	0 15½
1 lb. package Amalias	.....	0 16½
2 lb. package	.....	0 33
Dates—		
Hallowee, loose, per lb.	.....	0 09
Hallowee, 12-oz. pkgs.	.....	0 08½
Raisins, California—		
16 oz. fancy, seeded	.....	0 10
16 oz. choice, seeded	.....	0 10½
12 oz. fancy, seeded	.....	0 06
12 oz. choice, seeded	.....	0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	.....	0 08½
3 crown, loose, 50's	.....	0 08½
Raisins, Cal. Valencias—		
25-lb. boxes	.....	0 09
50-lb. boxes	.....	0 09½
Prunes—		
90 to 100, 25s	.....	0 07½
80 to 90, 25s	.....	0 07½
70 to 80, 25s	.....	0 06½
60 to 70, 25s	.....	0 09
50 to 60, 25s	.....	0 09½
40 to 50, 25s	.....	0 10½
Peaches—		
Orange, lb.	.....	0 17½
Lemon, lb.	.....	0 18
Citron, lb.	.....	0 21½

DRIED VEGETABLES.—With the bean market very high and firm, the trade is showing very little interest. Until a decline takes place, or stocks in Winnipeg become depleted, there will be very little buying done. The split pea market is very firm, and will advance due to shortage in the East. For the same reason whole peas are very firm. New crop peas are rather late this year, and will not be on the market probably until late in October.

Beans—		
Japanese white beans, bushel	.....	5 30
California Lima Beans—		
80-lb. sacks	.....	0 07½
Barley—		
Pot, per sack, 98 lbs.	.....	3 20
Pearl, per sack, 98 lbs.	.....	4 30
Peas—		
Split peas, steck, 98 lbs.	.....	5 50
Whole peas, bushel	.....	3 30

RICE.—Some activity is expected in rice within the next few weeks Tapioca and sago remain as last week.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	.....	0 05½
No. 2 Japan, per lb., 100-lb. bags	.....	0 04½
Siam, per lb., 100-lb. bags	.....	0 04½

Patna, per lb., 100-lb. bag	.....	0 07½
Carolina, per lb., 100-lb. sacks	.....	0 06½
Sago, pearl, sacks, per lb.	.....	0 06
Tapioca, pearl	.....	0 06½

COFFEE.—The market continues to firm up, but there has been no sensational advance.

Coffee—		
Green, choice, No. 7 Rio	.....	0 14½
Green, choice, No. 5 Rio	.....	0 16
Green, Santos	.....	0 18½
Roasted Rio, in bulk, bbls.	.....	0 18½
Roasted Santos	.....	0 23
Maracaibo, green	.....	0 19
Chicoory, lb., Canadian, 14-lb. tins.	.....	0 10½

SPICES.—In the primary market pepper is up 1c. Cloves are strong and advanced 1c per lb. in the last ten days. Nutmegs are scarce, particularly the better grades.

Allspice, ground	.....	0 11½
Cassia, ground	.....	0 22
Cream of tartar, 98% guaranteed	.....	0 56
Cloves, whole	.....	0 26
Cloves, ground	.....	0 28
Ginger, Jamaica, ground	.....	0 22½
Nutmegs, ground	.....	0 28
Pepper—		
Ground, black, 10-lb. boxes	.....	0 27
Ground, white, 10-lb. boxes	.....	0 31
Whole, white	.....	0 31½

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, Aug. 30.—Crop conditions generally speaking are excellent and cutting is well under way. The yield is not up to last year, but is sufficiently large to create optimism for the future. Business is brisk especially with the districts north of here. Wholesalers report collections improved, and business all round in good condition. This is the first week in many months that no price changes have taken place.

General—		
Beans, small white Japan, lb.	.....	0 08½
Flour, No. 1 patent, 38's	.....	4 75
Molasses, extra fancy, gal.	.....	0 15
Roller oats, bbl.	.....	3 15
Roller oats, 80's	.....	2 90
Rice, Siam, cwt.	.....	4 50
Potatoes, local, per bush.	.....	0 50
Sago and tapioca, lb.	.....	0 10
Sugar, pure cane, granulated, cwt.	.....	9 06
Shelled walnuts, finest halves, lb.	.....	0 49
Shelled walnuts, broken, lb.	.....	0 30
Produce and Provisions—		
Cheese, No. 1 Ontario, large, per lb.	.....	0 21
Butter, creamery, lb.	.....	0 34
Butter, No. 1, dairy, lb.	.....	0 25
Lard, pure, 5s, per case	.....	10 30
Bacon, smoked backs, per lb.	.....	0 23½
Bacon, smoked bellies, per lb.	.....	0 25½
Lard, pure, 3s, per case	.....	10 00
Eggs, new laid	.....	9 00
Eggs, No. 1	.....	8 00
Canned Goods—		
Tomatoes, 3s, standard, case	.....	3 70
Corn, 2s, standard, case	.....	2 65
Peas, 2s, standard, case	.....	2 65
Tomatoes, gals., case	.....	2 50
Tomatoes, 2s	.....	3 25
Tomatoes, 2½s	.....	3 25
Tomatoes, 3s	.....	3 45
Apples, gals., Ontario, case	.....	2 00
Strawberries, 2s, Ontario, case	.....	4 90
Raspberries, 2s, Ontario, case	.....	5 10
Salmon, finest sockeye, tails, 48x1s, cs.	.....	10 00
Salmon, pink, tails, 48x1s, per case.	.....	4 50
Lobster, ¼s, per doz.	.....	3 00

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Aug. 30.—Flour No. 1 patent 98's, is now quoted at 4.20 an advance of 15c over previous price. Tapioca and sago have eased off ½c and are quoted locally at 9c. Bacon bellies have declined ½c lb. making the ruling price 25c per pound. Lard has also declined slightly and is quoted 3's at \$9.90; 5's at \$9.83. Cheese is firm. A decline in sugar is expected in the near future. Local potatoes are quoted at \$18 to \$20

per ton. Peaches are selling from \$1.10 to \$1.35 per crate according to size and quality. Ripe tomatoes are quoted at \$1 basket. Crate canteloupes are quoted from \$4.50 to \$5 crate.

General—		
Beans, small white Japan, lb.	.....	0 06
Flour, No. 1 patent, 38's	.....	4 29
Molasses, extra fancy, gal.	.....	0 17
Roller oats, bbl.	.....	3 15
Roller oats, 80's	.....	2 90
Rice, Siam, cwt.	.....	3 90
Potatoes, local, per bush.	.....	0 40
Sago and tapioca, lb.	.....	0 09
Sugar, pure cane, granulated, cwt.	.....	8 96
Shelled walnuts, finest halves, lb.	.....	0 38
Shelled walnuts, broken, lb.	.....	0 28

Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	.....	0 18½
Butter, creamery, lb.	.....	0 32
Butter, No. 1, dairy, lb.	.....	0 24
Butter, No. 2, dairy, lb.	.....	0 21½
Lard, pure, 5s, per case	.....	10 15
Bacon, smoked backs, per lb.	.....	0 23½
Bacon, smoked bellies, per lb.	.....	0 25
Lard, pure, 3s, per case	.....	9 90
Lard, 5s, per case	.....	9 83
Eggs, new laid, per doz.	.....	9 23
Eggs, case	.....	6 75

Canned Goods—		
Tomatoes, 3s, standard, case	.....	3 10
Tomatoes, gals., case	.....	2 25
Corn, 2s, standard, case	.....	2 35
Peas, 2s, standard, case	.....	2 45
Apples, gals., Ontario, case	.....	1 85
Strawberries, 2s, Ontario, case	.....	4 90
Raspberries, 2s, Ontario, case	.....	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	.....	9 65
Salmon, pink, tails, 48x1s, per case.	.....	4 25
Lobster, ¼s, per doz.	.....	3 00

Dried Fruits—		
Currants, lb.	.....	0 13½
Evaporated apples, 50s, per lb.	.....	0 10
Peaches, choice, 25s, per lb.	.....	0 06½
Apricots, choice, 25s, per lb.	.....	0 17
Pears, choice, 25s, per lb.	.....	0 14
Prunes, 90-100	.....	0 07½
Sultana raisins, Cal., extra fancy	.....	0 15
Valencia raisins, Cal., lb.	.....	0 10

NEW BRUNSWICK MARKETS

By Wire

St. John, N.B.—Corned beef 1's shows a considerable advance this week, and is quoted at \$3 to \$3.50. Butter has also advanced, and is quoted at 28c for dairy; 31c and 32c for creamery. New-laid eggs are quoted from 35c to 40c; case at 30c. Cheese is quoted 19½c to 20c. An important advance has taken place in the price of flour, making Manitoba flour \$9.25 and Ontario flour \$8.40. Rolled oats are now quoted at \$6.75. Cornmeal is priced at \$2.10. Apples are quoted at \$2.50 to \$4.50 barrel. Potatoes are scarce at \$1.75 to \$2. Cream of tartar has declined, and is now quoted at 45c to 46c. Fruits are quoted as follows: Lemons, Messina, \$8; California, \$9; California oranges, \$5 to \$6.50; pears, box, \$4.50; peaches, box, \$1.75 to \$2.25.

Produce and Provisions—		
Bacon, breakfast, per lb.	.....	0 22
Bacon, roll, per lb.	.....	0 17
Beef, corned, 1's	.....	3 00
Pork, American clear, per bbl.	.....	35 00
Butter, dairy, per lb.	.....	0 28
Butter, creamery, epr lb.	.....	0 31
Eggs, new laid, per doz.	.....	0 35
Lard, pure, lb.	.....	0 18½
Cheese	.....	0 19½
Flour and Cereals—		
Cornmeal, gran.	.....	6 65
Cornmeal, ordinary	.....	2 10
Flour, Manitoba, per bbl.	.....	9 25
Flour, Ontario	.....	8 40
Flour, buckwheat, western, 38-lb. bag	.....	3 50
Roller oats, per bbl.	.....	6 75

Fresh Fruits and Vegetables—		
Lemons, Messina, box	.....	8 00
Lemons, Cal., box	.....	9 00
Oranges, Cal., case	.....	5 00
Potatoes, new, bag	.....	1 75
Sugar—		
Standard granulated	.....	7 95
United Empire	.....	7 85
Bright yellow	.....	7 75
No. 1 yellow	.....	7 65
Paris lumps	.....	8 85
Beans, white, per bush.	.....	5 75
Molasses, Barbadoes, gal.	.....	0 60
Cream of tartar, per lb.	.....	0 45
Currants	.....	0 15
Pork and beans, case	.....	4 00
Rice, per cwt.	.....	4 75



FRUIT AND VEGETABLES



Melons Slumped at Montreal

**Home-grown Fruits Beginning to Arrive
—California Varieties Falling Off—
Tokay Grapes Arriving**

Montreal

FRUIT.—The market just for the moment is somewhat dead. Early home-grown peaches, pears and plums are commencing to arrive, but the Californian varieties are falling off, so that the easy swing of the market is to some extent interrupted. American apples are now, of course, very short, and Early Williams might be said to be off the market. Red Astrachan will soon follow. Duchess apples No. 2 and No. 3 are now quoted at \$1.75 and \$1.50 respectively, being a drop of 75c in the first, and of 25c on the highest price asked on the second. Western peaches and pears in baskets are quoted at 7c. Tokay grapes are now arriving, and prospects look very bright for a good season, as the quality is fine, and reports are favorable as to a good crop. Prices in crates are \$3.50. It would look as if California grapes, unlike the earlier fruit, will be on the cheap side. Montreal melons have slumped owing to crop turning out better than was at one time anticipated, and supplies coming in freely in consequence. We now quote melons at \$10 the best quality, ranging down to \$6 for inferior. Blueberries have weakened a little, but the season is practically over, the fruit now arriving being on the verge of over-ripeness. On the whole, the demand is about the average, but the cooling of the weather is expected to show itself during the week in a falling off in consumption.

Quebec Potato Crop Disappointing

**New Brunswick Potatoes Quoted Below
Quebec—Beans have Advanced—
Tomatoes Arrive in Good
Quantities**

Montreal

VEGETABLES.—The feature of the market seems to be the potato situation. The Quebec crop has disappointed expectations, and there is every possibility of a strong upward tendency in prices. In fact, New Brunswick potatoes are quoted at 20c below the Quebec, but the

imported lines does not seem so mature, so that the Quebec article holds its own at a higher price. The shortage in the home crop has resulted in an advance of 25c, making Montreal white \$2. Americans are very nearly over now, and with the falling off in supplies, quotations have advanced 50c, making the price now \$4.50. Beans are very nearly over, supplies coming in very irregularly, and not in good quantities or of the best quality. Quotations have advanced 25c, making a general price of \$1. Tomatoes are arriving in very good quantities, local growers reporting a quick advance in the ripening. Red have fallen 25c, making the price now 50c. Quebec turnips are now practically off the market, the major supply being Montreal. On the whole, the market is characteristic of this time of the year, being somewhat colorless.

First Ontario Grapes in Market

**Fruits Coming in Good Quantities —
Peach Crop Expected to Be Short—
Apples by Barrel**

Toronto

FRUIT.—The first Ontario-grown grapes made their appearance on the local market during the past week. They are a shade on the green side yet and the size is not as large as some years. In the 6-quart basket they are selling from 50c to 60c, according to the quantity bargained for. Canadian cherries are now practically off the market. Lemons are slightly easier in price, now being quoted from \$7 to \$7.50 per case. Reports from fruit men who have visited the peach-growing districts state the crop in Ontario will be short this year. Considerable portions of the peach crop were hailed out. Some Mountain Rose freestone peaches from the Queenstown neighborhood are coming to the market and are selling at 75c to 90c for the 11-quart size. Yellow St. John freestones are quoted from 60c to \$1 for the 11-quart basket. Bartlett pears are coming to the market in small quantities, but the quality is rather poor, being somewhat below average size. They are selling at 50c to 80c for 11-quart baskets. Canadian sugar melons still continue in abundance, with prices slightly under those of last week. Watermelons are about finished.

Tomatoes are Glut in Market

**Owing to Influence of Exhibition People
Have Not Been Buying—Greatly
Reduced In Price**

Toronto

VEGETABLES.—Tomatoes have been a glut in the market during the week. They are just now coming along in large quantities from the producers. The 11-quart baskets are selling from 35c to 50c and the 6-quart size from 15c to 20c. New Jersey potatoes are considerably higher in price, two-bushel bags being quoted at \$4. Some New Brunswick potatoes have reached the market and are selling at \$2.35 to \$2.40 for 90 pound sacks, buyer to shovel and return sacks. Cabbage by the case are slightly easier in price, being sold at \$3.50. Some small berry-crate sizes changed hands at \$1.50. The barreled cabbage were off the market. New corn on the cob was easier in price being quoted from 15c to 18c. The quality has been better with the demand good. Pickling cucumbers were in the market in fairly good quantities. Small cucumbers, 11-quart baskets were selling at \$2 and medium sized cucumbers at \$1 to \$1.25.

PEACHES, TOMATOES BEST SELLERS AT WINNIPEG

Winnipeg

FRUIT AND VEGETABLES.—The big sellers in this market are peaches and tomatoes. Crawford peaches are arriving, and are expected to open at about \$1.50 per case. They are inclined to be scarce, and it is feared the crop is short. B. C. tomatoes are selling for \$1.50 in crates of four baskets, and Ontario tomatoes in 11-quart baskets are bringing \$1.25. Italian prunes are coming in at \$2 for four baskets and \$1.35 for peach boxes. Malaga grapes are about done, as there is very little selling now that Tokays are in. The latter came on the market last Saturday. During the extremely hot weather there has been a good demand for lemons even at the high price of \$10. Valencia oranges are running in price from \$5.50 to \$6, \$6 being asked for size 200 and smaller; size 150 sells for \$5.25. New B. C. potatoes are bringing 1½c per lb. Apricots are practically off the market. Plums are down from \$2.50 to \$2.



FLOUR AND CEREALS



Flour Up 30c. In All Lines

**Highest Level Reached in Many Years—
Buyers are Cautious—Prices
Firm at Present**

Montreal—

FLOUR.—In sympathy with the sharp rise in value of wheat, flour has advanced in all lines. First patents have advanced 30c, making the price now \$8.50; second patents, 30c, making the price \$8; and strong bakers 30c, making the price \$7.80. This price is somewhat of a record in local milling trade. And it does not look as if quotations will stop here, for the prophesy has gone forth that wheat will be seen at \$1.75. Be that as it may, the flour market is at present very firm, with a tendency for stronger figures at any moment. The demand is somewhat irregular. Some buyers are cautious, and are simply taking what they want for their immediate needs, while others are trying to secure their future requirements. It was reported that one local baker had contracted for 300 cars. Some millers have refused orders for round lots, as they are oversold of their output of the mills for the time being. In addition, there was an increased demand from importers, and as cables were strong at advanced prices, a larger volume of business was done and better prices realized than have been known in many quarters before. There was also a larger number of enquiries for large quantities, but as millers are not anxious to sell for future delivery they were not all accepted. The tone of the winter wheat flour is also very strong, and prices have all been advanced; fancy patents being now \$6.75 to \$7.50; 90 per cent. in wood \$7.25 to \$7.50; and 90 per cent. in bags \$3.25 to \$3.40. Buyers are cautious which can only be expected, but an active trade has been done. A few cars of new crop have been received and dealers state that the quality is the finest for a number of years past at this period.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 50	
Second patents	.....	8 00	
Strong bakers	.....	7 80	
Winter Wheat Flour—		Car Small	
Fancy patents	.....	6 75	7 50
90 per cent. in wood	.....	7 25	7 50
90 per cent. in bags	.....	3 25	3 40

ROLLED OATS JUMP

ANOTHER FIVE CENTS

Montreal

CEREALS.—In sympathy with the

grain market, rolled oats have jumped 5c, and are now quoted at \$2.90. The market is very firm, with a steady demand, although nothing out of the ordinary expected at this time of the year. There seems no doubt that higher prices in the raw market will see case goods go up 15c. There is no undue haste on the part of manufacturers to press business, as at the present state of prices it is claimed that there is no money in case goods at all.

Cornmeal—		Per 98-lb. sack	
Gold dust	.....	2 50	.....
Rolled Oats—	.....	90 in jute.	.....
Small lots	.....	2 90	.....
25 bags or more	.....	2 90	.....
Packages, case	.....	4 00	.....
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.			
Rolled Wheat—	.....	100-lb. bbls.	.....
Hominy, per 98-lb. sack	.....	4 00	.....
Hominy, per 98-lb. sack	.....	2 75	.....
Corn flour, bag	.....	2 85	.....
Rye, flour, bag	.....	2 65	2 80
Barley, pot	.....	3 00	.....
Barley, pearl, lb.	.....	0 04½	.....

ALL MILL FEEDS

HAVE ADVANCED

Montreal

FEEDS.—All lines of mill feeds have advanced. The demand for all sources of supplies continues heavy, and far in excess of the offerings, consequently with the higher prices in the primary markets all quotations have been boosted. Millers generally are largely oversold of the output of the mills. We now quote: Bran, \$25, an advance of a dollar; shorts, \$27, an advance of a dollar; middlings, \$30, an advance of a dollar; feed flour, \$38; barley, 36, and feed oats, 63, an advance of 3c. Feed wheat is very firm.

Mill Feeds—		Per ton.	
Bran	.....	25 00	.....
Shorts	.....	27 00	.....
Middlings	.....	30 00	.....
Feed flour	.....	38 60	.....
Mixed chop, ton	.....	38 00	.....
Crushed oats, ton	.....	38 00	.....
Oats, chop, ton	.....	38 00	.....
Barley, chop, ton	.....	36 00	.....
Feed oats, Manitoba, bush.	.....	0 63½	.....
Feed wheat, bag	.....	2 40	.....

Flour Takes A Further Jump

**Advanced 30c Per Barrel—now At Record Price for Past Twenty Years
—Wheat Fluctuates.**

Toronto

FLOUR.—With the entry of Romania into the hostilities on the side of the Allies there was a sharp fluctuation in the price of wheat on Monday of this week of 93¼ cents per bushel. But the slump came a trifle too late to forestall a further advance of 30 cents per barrel in the price of flour. Some high prices in wheat were reached during the latter

part of last week, when it was quoted at \$1.69¼ for No. 1 Northern at track bay port. On Monday of this week on the receipt of the news that Roumania had decided to play at the game of the mailed fist it dropped to \$1.58. Conservative millers assert they cannot see much prospect of cheaper wheat in the near future. The prospect of the opening of the Dardanelles by the entrance of Roumania is still in the future, it is pointed out. The United States will not have any exportable surplus of flour this year. Canada's crop will be about half that of last year. In the face of an advancing market the demand for flour has been good. Business is done on a 30-day basis and if the price goes down in the meantime the buyer gets the benefit of the decline. This causes merchants to protect themselves on an advancing market.

Manitoba Wheat Flour—

		Small lots.	Car lots.
		per bbl. of 2 bags	
First patents	.....	8 60	8 40
Second patents	.....	8 10	7 90
Strong bakers	.....	7 90	7 70
Ontario winter wheat flour, 90 per cent.	.....	6 20	5 80

WHOLE WHEAT FLOURS

FOLLOW FLOUR UPWARD

Toronto

CEREALS.—Graham flour and whole wheat flour have both advanced 25c per 98 pounds in sympathy with the advance in first patent flours. They are both now selling at \$4.05. Wheatlets also went upward with the mounting prices and are now selling at \$4.20, an advance of 15c on a 98-lb. sack. Demand for cereals has been only fair in the face of high prices. Corn prices hold firm around 95 to 97c per bushel and cornmeal in consequence maintains a firm price.

Barley, pearl, 98 lbs.	.....	4 30	4 40
Barley, pot, 98-lbs.	.....	3 25	.....
Buckwheat grits, 98 lbs.	.....	4 60	.....
Corn flour, 98 lbs.	.....	3 00	3 25
Cornmeal, yellow, 98 lbs.	.....	2 85	.....
Hominy, granulated, 98 lbs.	.....	4 05	.....
Hominy, pearl, 98 lbs.	.....	3 00	.....
Oatmeal, standard, 98 lbs.	.....	3 30	.....
Oatmeal, granulated, 98 lbs.	.....	3 30	.....
Peas, Canadian, boiling, bush.	.....	3 00	.....
Rolled oats, 90-lb. bags	.....	3 05	.....
Rolled wheat, 100-lb. bbls.	.....	3 25	.....
Rye flour, 98 lbs.	.....	2 95	.....
Whole wheat flour, 98 lbs.	.....	4 05	.....
Wheatlets, 98 lbs.	.....	4 20	.....

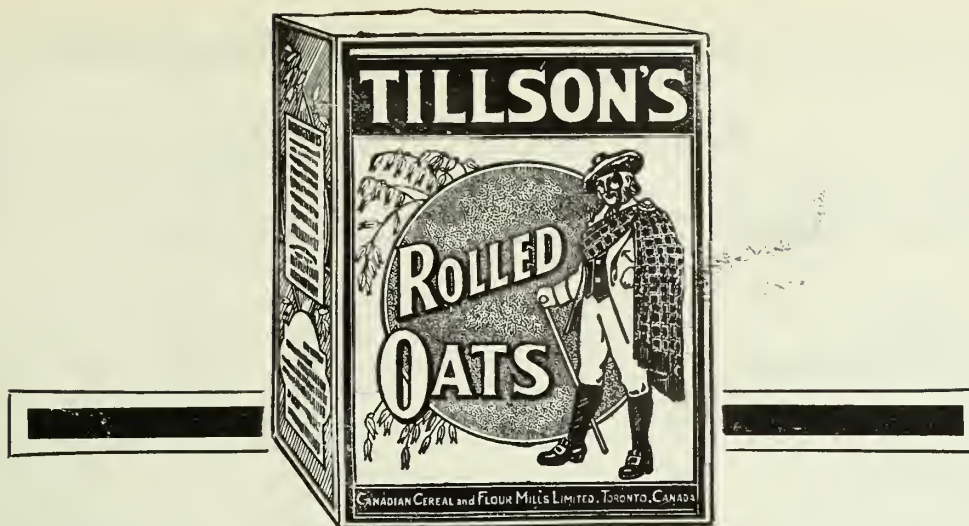
MILLERS NOW LIMITING

AMOUNT OF FEED SALES

Toronto

FEEDS.—Owing to the exceptionally heavy demand on mill feeds of all kinds millers have found it necessary to limit the amount they will sell to each cus-

(Continued on page 34.)



This sales-getting premium will boom your business

Every 25c. package of
Tillson's Rolled Oats
contains a premium.

Quality, then Price—
that's Tillson's.

Our prices are always
lowest, consistent with
the highest quality.

Order Your Fall Supply To-day.

Tillson's Oats

Canadian Cereal & Flour Mills Co., Limited

CABLE ADDRESS: "CANCEREAL," TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



FISH AND OYSTERS



Pike Firm At Last Advance

No Great Increase in Supplies of Fish as Yet—Salt Fish Are All Firm—Market Perturbed

Montreal

FISH.—The market situation generally is about the same as last week, with prices here and there firming a little, but nothing decided enough to make the ruling prices different from those recorded in last issue. Reports as to lake fish bear out former impressions as to the likelihood of good catches with the cooler weather, but there has been no great increase in supplies as yet. Salt fish of all kinds are firm, including salmon, halibut, and lobsters. Reports from head fishing centres tell of individual good catches, but the combined total is not so good as it might be. The situation on halibut is the same, while pike is firm at last week's advance. Smelts are somewhat easier in supply, with no reduction in prices. This should come in the order of things, but the fish market, like all the other markets, seems perturbed, and knows not the regularity of supply and demand of former years.

SMOKED FISH

Haddies, per lb., new cured	.69
Haddies, fillets, per lb.	.12
Digby herring, per bundle of 5 boxes	0.75
Smoked boneless herring, 10-lb. box	1.30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, per lb.	0.40
Prawns, Imperial gal.	2.25
Shrimps, Imperial gal.	2.25
Scallops	2.00

FRESH SEA FISH

Halibut	13	—14
Haddock, fancy, express, lb.	06	—07
Mackerel, medium, each	20	
Mackerel, per lb.	10	
Steak, cod, fancy, express, lb.	08	
Flounders	6	
Flounders, New York	9	
Salmon, Western	18	
Salmon, Gaspe	22	

FRESH LAKE FISH

Carp, lb.	0.09
Pike, lb.	0.09
Perch, lb.	0.10
Whitefish, lb.	0.13
Lake Erie whitefish	0.13
Herrings, each	0.03 1/2
Herrings, lb.	0.06
Lake trout	0.13
Eels, lb.	0.08
Dore	0.14
Brook trout	0.25
Swordfish	0.13
Smelts	0.12

whitefish have been firm during the past week owing to the inability of dealers to get sufficient quantities to meet the demands. Whitefish has been particularly scarce. Salmon trout is reaching the market in little better quantities than whitefish but the supplies of both are under requirements. Western salmon has shown a slight improvement in supply. Prices are firm in fish. The quality of all fish now reaching the market is good. Some mackerel and sole are expected from the New York market at the end of this week. This will be the first of the present season. The price is expected to be in the neighborhood of 15c per pound for sole and 18c per pound for mackerel. Demand for fish has been fair.

SMOKED FISH.

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	0 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.

Halibut	12-13
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.

Pike, lb.	0 08
Whitefish, lb.	12-13
Herrings, lb.	0 07
Lake trout	12-13

FLOUR AND CEREALS

(Continued from page 32.)

tomor. Usually the stipulation is made that in each car of mill feeds there must be at least 100 bags of flour. The balance of the car, 300 bags, will be supplied with feeds. In other words one-quarter of each shipment must be flour. Advances of \$1 per ton have taken place in bran, shorts and middlings. Bran is now selling at \$25 to \$26, shorts from \$27 to \$28 and middlings from \$29 to \$30. Feed flour is quoted at \$35 per ton.

MILL FEEDS—		per ton
Bran	25 00	26 00
Shorts	27 00	28 00
Special, middlings	29 00	30 00
Feed flour, per bag		35 00
OATS—		
No. 3, Ontario, outside points	6 55	0 56

FLOUR PRICES AGAIN ADVANCE

Total Advance of \$1.70 Since Wheat Market Started to Go Up—Feeds Higher

Winnipeg—

FLOUR AND CEREALS.—When the wheat market advanced last week, millers found themselves unable to make deliveries even at \$8 per barrel, and advanced their quotations further to 30c,

bringing first patents up to \$5.30. This makes a total advance since the wheat market commenced to go up of \$1.70. No advance has gone into effect within the past week on bread, bakers waiting to see whether the market will go up further. Grocers are buying very little flour at these high prices, most merchants having very little faith in damage reports. They have an idea that the ultimate result will be much better than the grain trade reports would lead the general public to believe. Reports on Alberta crop are coming in, and indicate as good a yield as last year. They may have a tendency to stop speculation to some extent, and put the wheat market on a more reasonable basis. Quotations on rolled oats are the same as last week, with a good demand. Cornmeal remains at \$2.80 for 98's. Higher quotations have gone into effect on feeds, and there is a bigger demand than ever, especially in the East. Millers report that they will have difficulty supplying the demand. Bran is quoted at \$20, and shorts and middlings at \$22.

Flour—		
Best patents	8 30	
Bakers	7 80	
Clears	7 10	
XXX.	6 10	
Cereals—		
Rolls oats, 80 lbs.	2 50	
Polled oats, pkgs., family size	3 90	
Oatmeal, standard and gran., 98 lbs.	2 75	
Cornmeal, 98 lbs.	2 80	
Feeds—		
Bran, ton	20 00	
Shorts, ton	22 00	
Middlings, ton	22 00	
Mixed chop, ton	34 00	

PRODUCE AND PROVISIONS

(Continued from page 37.)

Dry Salt Meats—		
Long clear bacon, light	0 16 1/2	
Cooked Meats—		
Hams, boiled, per lb.	0 32 1/2	0 33
Shoulders, boiled, per lb.	0 24	0 25
Roast hams, lb.	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.	34 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32 1/2	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17 1/2	
Lard, Compound—		
Tierces	0 13 1/2	
Tubs, 5 1/2, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery, No. 1	0 30	
Creamery, No. 2	0 29	
Best dairy	0 24 1/2	0 25
No. 2 dairy	0 20	0 21
Cooking	0 16	0 18
Fresh Eggs—		
Extras in cartons	0 30	
No. 1's, cases	0 26	
Trade cases	0 25	
Cheese—		
Ontario, large	0 18 1/2	0 19 1/2
Ontario, twins	0 18 1/2	0 19 1/2

Fish Supplies Not Equal to Demand

Firmer Prices Prevail for Whitefish and Salmon Trout in Mackerel and Sole Expected Consequence

Toronto

FISH.—Prices in salmon trout and

There are 23 classes for field vegetables in the Canadian National Exhibition prize list this year, and no less than 79 for garden vegetables.

Produce Prices for Ten Years

Butter, Eggs and Cheese Show a Gradual But Sure Increase—Some Reasons Why—
The Difference is Marked Between Lean Years and Banner Ones—Seasonable
Conditions and Exports Are Also Factors—Great Cause is That
Production Has Not Kept Pace With Demand.

Second of Series on Produce Market Conditions by E. A. Hughes.

SUCH readers of Canadian Grocer as are interested in handling a provision department are probably aware from experience that, taking it by and large, the trend of prices for several years has been gradually upward. In June, an article appeared in this department showing the rise in hams and other hog products. Several subscribers expressed their satisfaction at the explanations in that article, and asked that other lines in the provision department be treated in the same way.

Consider butter, eggs and cheese. A diagram on this page shows that in the last decade the price of each has steadily advanced. Take butter first. In 1908, the price of creamery prints was 31 cents to the dealer. That was a high-water mark. For two years before the figure was 21 cents. In 1909, butter dropped again, and 25 cents was the level. In 1910, 31 cents was touched again, and from then on to this year, with the exception of two somewhat lean years as far as prosperity is concerned, the price of butter steadily rose. From 1906 to 1916, exactly ten years, butter jumped 14 cents. This is a percentage increase of 66.

Eggs have had a market career not quite so chequered, but still reflecting a steady increase. In 1908, the diagram shows new laids to be quoted at 18 cents. To 19 and 20 cents, the price steadily progressed. In 1911 it touched 19 again, but in 1912, it soared to 25 cents. Next year it dropped back to 22, catching up in 1914 to 25 cents, and remaining there for these three last years. It is worth while pointing out that eggs too, in 1912, a year of farmer prosperity, were at the high water mark for the then last ten years.

Cheese has had a persistent, and with one exception, continuous increase. In 1906, it was quoted at 11 cents. In May of 1916, ten years later, the price is 19 $\frac{3}{4}$. The rise has been reasonably similar each year, generally speaking. 1908 saw a level of 14 $\frac{1}{4}$; 1909 the same; 1910 was the year of a slight settling down, when 12 $\frac{3}{4}$ was touched; in 1911, price recovered to 14 $\frac{1}{2}$; 1912—and notice that that was the high year for butter and eggs; the year of banner prosperity—17 cents was touched. With but a single drop, that of 1913, the market price of cheese annually and steadily

rose to 17 again, 20 and, in this year, just under 20 cents.

In reading the diagram, it should be remembered that prices are Montreal quotations to the trade, taken in May of each year.

The first broad reason for this gradual rise in produce is the increase in population, resultant in increase of consumption, which has not been met by a similar growth of production. In ten years, demand has grown considerably for all kinds of foodstuffs, these referred to here among them. In the same time the price of butter is 66 per cent. ahead; of cheese, 81 $\frac{1}{2}$ per cent.; of new laids, 39 per cent. Going as far back as 1889, we find that the price of new laids from then till now has increased 100 per cent.; the price of cheese 82 per cent.; and that of butter 40 per cent. So that it seems fair to assume that as consumption and demand have grown out of a growth in population, production of produce has not kept pace, not by a long way.

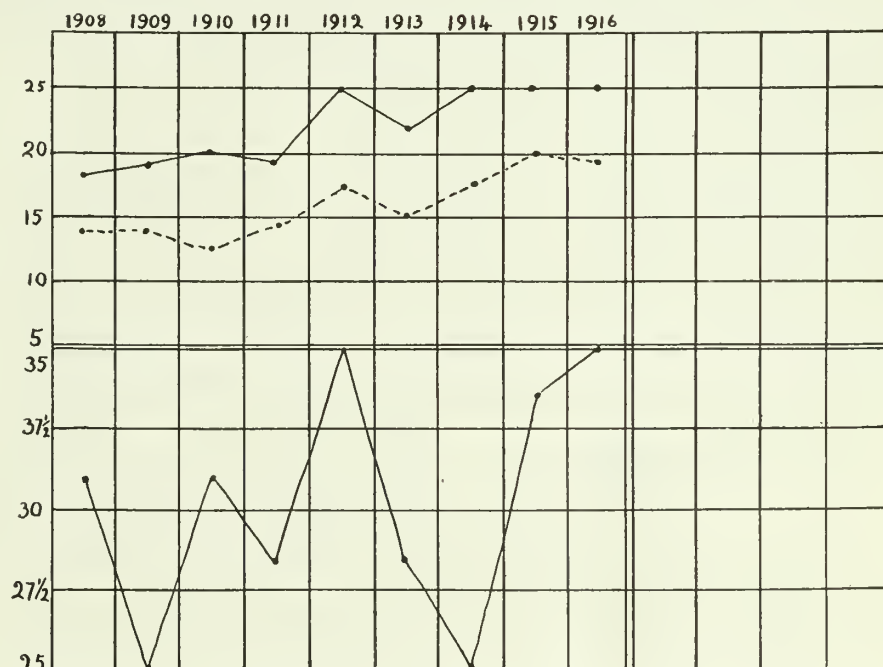
There are one or two minor causes. It is a fact now that the cost of living is higher, broadly speaking, than ever before. In case it should be urged that this is the outcome of war, it should be stated that the cost of living was higher immediately before war than at any time for ten, twenty or any number of years. This has had its effect upon

all commodities. There has been a growing disposition on the part of the public to pay a little extra and get the very best. This has of itself re-acted against the quite unconscious public. How many people who see eggs at 25 and 27 will buy the cheaper? The minority, certainly not the majority. General prosperity based on increased earning power, then, has determined, in part, the upward movement. This is instanced by comparison of prices. In years "when times were good" high prices figure; in leaner years, market levels drop a little.

Seasonable or unseasonable conditions have also had an appreciable effect. For instance, this year nothing but the exceptional winter's make of butter kept the price down as low as it was. Judged by all precedents, it should have gone up, but so much butter was coming that the level was kept low.

Exports a Factor

One other factor has been exports. Cheese, as readers well know, is exported in big quantities. The quantities are growing from year to year and even without war's unprecedented demands more and more cheese would leave the country each succeeding year. Eggs, as the writer pointed out some little while ago, have also been exported in occasional years. Those are the years when price has been stiffer.



In the top half of this diagram the black line indicates the upward trend of new-laid in nine years. The dotted line is cheese. Below the vagaries of butter are shown.



PRODUCE AND PROVISIONS



Hog Market Fluctuates--Prices Easier

Weakening Not Sufficient to Affect Purchases--An Average Amount of Business is Pasing

Montreal

PROVISIONS.—No changes are reported in the dressed hogs and general pork products. The situation in the live hog market has fluctuated up and down, first it was weak and then strong, but it finished up at about the same point. Advices from other centres in dressed hogs, etc., were of an easier tone and the markets here weakened a little in sympathy, but not enough to cause any fluttering among intending purchasers, or to whip up increased buying. In all lines an average amount of business is reported, but inquires were inclined to be on the light side. It is evident that buyers are not looking very far ahead for their requirements.

Hams—		
Small, per lb.	0 24	0 24
Medium, per lb.	0 22	0 24
Large, per lb.		0 23
Backs—		
Plain, bone in	0 25	
Boneless	0 29	
Peameal.	0 29	
Bacon—		
Breakfast, per lb.	0 26	
Roll	0 17	0 20
Shoulders, bone in	0 17	
Shoulders, boneless	0 19	
Cooked Meats—		
Hams, boiled, per lb.	0 36	
Hams, roast, per lb.	0 38	
Shoulders, boiled	0 28	0 29
Shoulders, roasted	0 30	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 16½	
Long clear bacon, 80-100 lbs.	0 15½	
Flanks, bone in, not smoked	0 16½	
Barrelled Pork—	Per bbl.	
Heavy short cut mess	30 00	
Heavy short cut clear	32 00	
Clear fat backs	35 00	
Clear pork	33 00	
Lard, Pure—		
Tierces, 375 lbs. net	0 17	
Tubs, 50 lbs., net	0 17½	
Tins, 50 lbs. net	0 17½	
Pails, wood, 20 lbs. net	0 17½	
Pails, tin, 20 lbs. gross	0 17	
Cases, 10-lb. tins, 60 in case	0 17½	
Cases, 3 and 5-lb. tins, 60 in case	0 18½	
Bricks, 1 lb. each	0 19½	
Lard, Compound—		
Tierces, 350 lbs., net	0 14	
Tubs, 50 lbs., net	0 14½	
Tins, 50 lbs. net	0 14½	
Pails, wood, 20 lbs., net	0 14½	
Pails, tin, 20 lbs. net	0 14½	
Cases, 10-lb. tins, 60 in case	0 15½	
Cases, 3 and 5-lb. tins, 60 in case	0 15½	
Bricks, 1 lb. each	0 16½	
Hogs—		
Dressed, abattoir killed, cwt.	17 00	

BUTTER AGAIN ADVANCED AT MONTREAL

Montreal

BUTTER.—Butter has again advanced, and all lines are up 1c. This is due to the continuance of the export remand and an increase in the local call, the latter apparently being due to jobbing houses, owing to their carrying com-

paratively low stocks, being in the market for future requirements. The receipts for butter were 20,918 which shows an increase over last week. Prices at the St. Hyacinthe Board reached 34. At the Quebec Agricultural Co-operative sales 2539 packages of creamery butter were sold at 34¼ to 35 which prices were ½ to 1¼ per lb. higher than last week, and in sympathy with this the feeling of the various country boards was stronger. This with a fairly active demand, offsetting increased receipts have marked butter up another cent. Some relief is felt that although the Ontario prospects are not any too bright as to production, the prospects in the Eastern Townships and the Maritime provinces are better, owing to good and frequent rains.

Butter—	
Finest creamery, fresh	0 36
Dairy prints	0 30
Dairy solids	0 29
Separator prints	0 30
Bakers	0 28

EGGS ADVANCED 1c DOZEN

Montreal

EGGS.—Although the receipts have maintained about the same level as last week—8710 compared with 8648, an increase of 1c is marked on all lines making No. 2's 27; No. 1's 30 and extras 34. There is a steady demand for supplies for domestic consumption and a good enquiry from the Old Country importers for round lots of cold storage stock for fall shipments. Consequently a fairly active trade is doing, and the prospects are for higher prices later on in the season.

Eggs, case lots—		
No. 2's	0 24	0 27
No. 1's	0 30	0 30
Extras	0 34	

KEEN EXPORT DEMAND FOR CHEESE

Montreal

CHEESE.—The market is unchanged, with a firm undertone. At the various boards throughout the country the demand from all exporters was keen. Old Country cables were firm with keener buying. The receipts for the week showed an increase, being 76351 as compared with 71434. It is interesting to note that of this total there were 3360 boxes received from the United States as against nil for the same period last year. The opinion is expressed that cheese is in for much higher prices, as the demand from English importers is likely to be heavy owing to short interests which have been carried by them.

the excellent consumption likely to continue owing to the high price of meat, the heavy requirements for the army, and the smaller shipments from the United States.

Cheese—		
1916 make	0 19	0 20
Stilton	0 22	
1916 make	0 22	

FREER DELIVERY WILL LOWER PRICE

Montreal

POULTRY.—The market is about the same with prices, although unchanged, of an easier tendency. A freer delivery is expected in a few days, and lower prices should then obtain particularly in ducks and fowls.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks	0 27	0 28
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	0 30	
Roasting chickens, ordinary	0 22	
Squabs, Canadian, pair	0 50	
Squabs, Philadelphia, pair	0 70	
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	0 22	
Fowls, small, per lb.	0 20	
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per lb.	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and more	0 7	0 18
Fowl, small	0 15	0 16
Turkeys	0 22	0 23
Ducks, young	0 18	0 19
Ducks, old, per lb.	0 13	0 15
Geese	0 13	0 16
Broilers	0 18	0 20

DEMAND FOR HONEY IN SMALL LOTS

Montreal

HONEY.—There is no change of any note in the market. Deliveries are freer but they are met with by the demand. There is no doubt that there should be more honey on the market now, as the crop has been very good, but it may be that holders are keeping off in the hopes of advancing prices. But there should be freer delivery shortly with a fall in quotations. The condition of the market for the maple product is unchanged. The demand at present is for small lots to fill immediate requirements consequently the business done is light but as supplies are not large, prices continue to be fully maintained.

Harvest Holding Up Hog Supplies

Farmers Too Busy At Present to Look After Shipments—Hogs Scarce and High Prices Hold Firm

Toronto

PROVISIONS.—With harvesting operations and threshing in Ontario in

full swing farmers have been too busy to look after the shipment of hogs to any considerable extent. There has been a big consumption of cooked meats of all kinds and with the limited number of hogs reaching the market the prices have been very firm and high. However, packers anticipate with the completion of the harvest the farmers will find time to ship hogs and that the price may become easier in consequence. Dressed hogs at the first of the week showed a slightly easier tendency. They are now quoted at \$17.50 to \$18 per hundred. Compound lard has declined in price by a quarter cent and is now selling in 400 pound tierces at 13½ cents to 13¾ cents.

Hams—		
Light, per lb.	0 25½	0 26
Medium, per lb.	0 25½	0 26
Large, per lb.	0 23½	0 24
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13½	0 13½
Tubs, 60 lbs.	0 14½	0 14
Pails, 20 lbs., per lb.	0 14	0 14½
Bricks, 1 lb., per lb.	0 15	0 15½
Hogs—		
Dressed, abattoir killed	18 00	....
Live, fed and watered	12 50	....
Live, off cars	12 75	....
Live, f.o.b.	11 75	....

BUTTER REACHES STILL HIGHER LEVELS

Toronto

BUTTER.—Butter prices have had a firm and advancing week, with little feed in the country except hay and a big export demand and big demands on milk for cheese-making and prices do not seem to show much hesitation about climbing upward. Best creamery prints advanced during the week from 1c to 2c per pound, according to the dealer. On the products exchange on Monday 100 boxes of creamery solids sold for 33½ to 34½ cents per pound. Dairy butter is also up one cent per pound. Dairy butter is also up one cent per pound, with bakers following the upward tendency. There has been a good export demand. Prices at this time of the year are very high compared with those of last year.

Creamery prints	0 34	0 37
Creamery, solids	0 35	0 35
Dairy prints, choice, lb.	0 28	0 30
Dairy prints, lb.	0 26	0 27
Bakers	0 25	0 26

CHEESE GOES UP IN PRICE ANOTHER 1c

Toronto

CHEESE.—Still another advance in cheese prices was recorded during the week. Prices at producing points have been around 19 ½ to 20 cents. Whole-

salers are quoting new large cheese at 20 to 21c. Wholesalers are following the prices of the boards in their upward tendency by gradual steps. A big export demand continues. The demand locally has not been heavy. Old cheese has been slightly firmer in price by a 1-4c per pound.

Cheese—		
Cheese, large, per lb.	0 20	0 21
New, twins, per lb.	0 20½	0 21½
Sept., large, per lb.	0 22	0 22
Sept., twins, per lb.	0 22½	0 22½
Sept., triplets, per lb.	0 23	0 23

EGGS NOT COMING AS FREELY AS OTHER YEARS

Toronto—

EGGS.—Eggs are not reaching the market as freely at this time of the year that they have in past years. According to precedents of other years there should be goodly quantities reaching the market at this time. Quality of the eggs is expected to improve. Freight deliveries do not improve at terminal points. It is thought that eggs will be scarce and high in price this winter. Commission men, however, are incredulous about the possibility of an egg famine this winter, as predicted by a government official. Prices will undoubtedly be high this winter, they assert, but they do not think they will reach the point of famine prices. During the past week eggs have been firmer in price and advanced 1c and 2c per dozen.

Eggs—		
New laid, cartons	0 34	0 36
New laid, ex-cartons	0 30	0 32
No. 2's	0 25	0 26

POULTRY HAS BEEN IN FAIRLY GOOD DEMAND

Toronto—

POULTRY.—Prices for poultry of all kinds have held steady during the past week. The demand has been fairly active. Considerable quantities of poultry are reported to be in the country districts but as yet have not been reaching the central markets in any large quantities. A few old tom turkeys are forming an advance guard in piloting the way for other younger birds around about Thanksgiving time. They are selling at 20c per pound.

Spring broilers, 1½ to 2 lbs.	Live. 0 18	Dressed. 0 22-0 25
Spring chickens, over 2 lbs.	0 18	0 20-0 23
Old fowl	0 14-0 16	0 18-0 20
Ducks, old	0 11	0 14
Ducks, young	0 13	0 17
Turkeys, old Toms	0 20	0 25

DEADLOCK CONTINUES WITH HONEY PRODUCERS

Toronto—

HONEY.—There is not much inclination on the part of the honey producers to accept the prices of the commission men. Producers are holding for 10c to 11½c but the buyers are not disposed to pay over 9c. Some has been bought for this latter figure during the past week and indications seem to point toward more general transactions at this latter price as soon as the producers get tired waiting for higher prices. Prices

for clover honey are slightly easier in price.

Honey—		
Glover, 5 and 10-lb. tins	0 11½	0 12
Comb, No. 1, doz.	2 50	3 75
Comb, No. 2, doz.	2 00	2 25

Price Decline In Broilers

Poultry Arriving in Larger Quantities— Good Supply of Salmon—Between Seasons for Trout

Winnipeg—

FISH AND POULTRY.—Poultry is beginning to arrive in larger quantity, and a decline has taken place in broilers, which are offered to-day at 28c per lb. Fowl are also more plentiful, but the price remains at 21c. Salmon is in good supply at 16c, but halibut is not so plentiful. We are between seasons for lake trout. Fall supply will begin to arrive this week, and there should be plenty. The price to-day is 12c.

Fish—

Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 09½
Fresh finnan baddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12
Bloaters, per box	2 00
Salt mackerel, 26-lb. kit.	3 00
Pickrel, lb.	0 10
Smoked gold-eyes, doz.	0 60

Poultry, Live—

Fowl	0 21
Broilers, lb.	0 28

Meats Unchanged By Decline In Hogs

Easiness in Live Hog Market Considered by Some as Only Temporary— Butter Very Firm

Winnipeg

PRODUCE AND PROVISIONS.—The live hog market during the past week eased off considerably, prices ranging from \$12 early in the week to \$11.10 towards the close. Meats were unchanged by this decline, as this easiness is considered only temporary. Lard continues firm. The butter market is very firm, which is attributed to the exceptional rise in the Eastern market. No. 1 creamery in cartons is selling at 32c; No. 2, 31c. Prices are expected to continue upward. Dairy butter is also very firm, regular stock bringing 24-26c, and choice dairy 26-28c. The egg market is about the same, No. 1 candled being quoted at 25c. Graded eggs arriving from country points are in poor condition. In sympathy with the butter market, cheese is also rising, and dealers look for a continued rise. Present prices are 18½c for large and 19c for twins.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 27½	0 27½
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23

(Continued on page 34.)

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
	Per doz.	Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Current, Red	2 35
Current, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1½ Pts. Delhi Epicure	\$ 1 20
1½ Pts., Red Seal, screw tops	1 00
1½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Cbiller Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Cbiller Sauce, Flats, Aylmer only, \$1.50 doz.; 2½'s, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Cbiller Sauce, \$1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

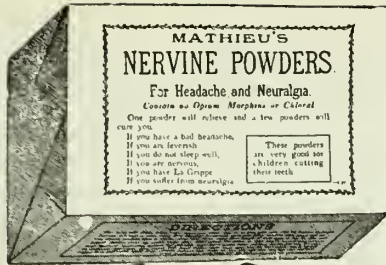
CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 00
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered.



Somebody
is getting
this trade

Why not
you?

A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

MATHIEU'S NERVE POWDERS

A counter display of these dependable nerve "straighteners" will bring this profitable trade your way. The results that Mathieu's Powders produce warrant your recommending them with perfect confidence.

A window or counter display of these famous nerve powders will bring you splendid results. Other dealers are finding it worth while to push this line. So will you. Order a stock to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.



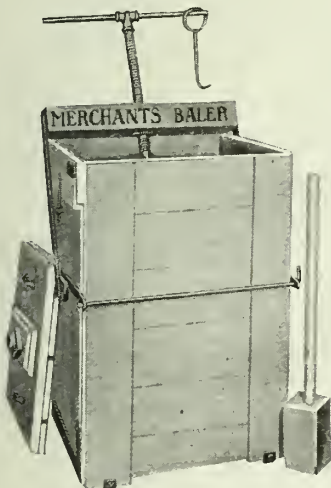
A quick seller and
a "repeater"

—that's what **WONDERFUL SOAP** has proven to be in stores throughout the length and breadth of Canada. **WONDERFUL SOAP** does what it is supposed to do—washes thoroughly with minimum effort and without injury to the most sensitive skin or the most delicate fabrics.

And **WONDERFUL SOAP** pays a worth-while profit too. Just try out a small supply and prove this for your own satisfaction.

Guelph Soap Company
GUELPH, ONT.

Money in Waste Paper



You burn money when you burn Paper. Turn your Waste Paper into Paper Dollars by using "The Merchants' Baler."

Cheapest and best considering quality and efficiency.

Prices and terms gladly furnished.

H. G. SMITH, LTD., Paper Dept.

Saskatchewan Representatives

REGINA, - - Saskatchewan

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

When all is said and done —when all the hearsay and gossip is over—in the final analysis

St. Nicholas

is **THE** brand of Lemons —the old Reliable brand that makes you money and gives you a sense of Pride and Pleasure in the handling. Ask for

"St. Nicholas"

J. J. McCabe

Agent

TORONTO



That "Trade-Mark" talks.

It talks Dollars and (Cents). How would Sense do?

Say!

Put this line in stock and get on "speaking terms" with Mr. Dollar. He is a good friend, and we will help you know him.

J. C. SLOANE CO.

854 5th Avenue E. - Owen Sound

Makers of Fine Brooms and Whisks

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto
(Selling Agent).

Manitoba and Saskatchewan: Richards & Brown,
Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary;
Campbell, Wilson & Horne, Ltd., Lethbridge;
Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co.,
Ltd., Vancouver; Kelly, Douglas & Co., Ltd.,
Victoria; Kelly, Douglas & Co., Ltd., New
Westminster; Kelly, Douglas & Co., Ltd.,
Prince Rupert.

McVitie & Price, Limited

EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.

Boneless Pigs' Feet, ½s, \$1.75; 1s, \$2.75; 2s, \$5.50.

Lambs' Tongues, ½s, \$1.85; 1s, \$2.80; 4s, \$15.50.

Sliced Smoked Beef, tins, ½s, \$1.50; ½s, \$2.25; 1s, \$3.25.

Tongue, Ham and Veal Pate, ½s, \$1.50.

Ham and Veal, ½s, \$1.20.

Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ½s, 50c; ½s, \$1.

Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, \$1.50.

Ox Tongues, tins, ½s, \$3.50; 1s, \$6.50; 1½s, \$9.50; 2s, \$13.

Ox Tongues, Glass, 1½s, \$12; 2s, \$14.

Mincedmeat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.

In Pails, 25 lbs., 12c lb.

In 50 lb. Tubs, 12c lb.

In 5 lb. Tubs, 11½c.

In Glass, 1s, \$2.30.

Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.

Pork and Beans, Plain Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.

Pork & Beans, Tomato Sc. Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 2s, flat, \$1.75. Individuals, 70c doz.

Pork and Beans, Cbili, 1s, 85c; 2s, tall, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.

Tomato Sauce, 1½s, \$1.15; Chili Sauce, 1½s, \$1.15.

Pork and Beans, 1½, Chill Sauce, \$1.15 doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.

Clark's Chateau Chicken Soup, \$1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.

Spagbetti with Tomato and Cheese, ½s, 95c; 1s, \$1.30; 3s, \$2.35 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.

Englisb Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14½
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 20 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¼c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ¼c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies
BASIN DE VICHY WATERS,
L'Admirable, 50 btles, 1ltre,
cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btles, cs. \$9 00

IMPORTED GINGER ALE
AND SODA

Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-
lb. tins, lb. 0 35
Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS
H. L., cb. 90 lbs., lb. 0 25
Victoria, cb. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocba
Blend, 1-lb. tin, lb. 0 34½
Victoria, Java and Mocba
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32
Princess, Java and Mocba
Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tin.
D. S. F., ¼-lb. \$ 1 60
D. S. F., ½-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., ¼-lb. 0 90
Per jar
Durbam, 4-lb. jar 0 93
Durbam, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.

White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval lith.
litho. dredge.
dredge. 2½ oz.
Per doz. Per doz.

SPICES

Allspice \$0 45 \$0 90
Arrowroot, 4 oz.
tins, 85c
Cayenne 0 45 0 90
Celery salt
Celery pepper
Cinnamon 0 45 0 90

" whole, 5c.
pkgs., window
front, 45c 0 45 0 90
Cloves
Cloves, whole, 5c.
pkgs., window
front, 45c
Curry powder
Ginger 0 45 0 90
Mace 1 25
Nutmegs 0 45 0 90

Nutmegs, whole,
5c pkgs., window
front, 45c
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90

Pickling spice,
window front, 90c
Shipping weight
per case 10 lbs. 15 lbs.

Dozens to case... 4 4

TO-DAY EAT

Delicious



Refreshing

PACKED WHERE THEY RIPEN—THE DAY THEY'RE PICKED

BY

**CALIFORNIA FRUIT CANNERS
ASSOCIATION**

SAN FRANCISCO

Why You Should Feature

KING GEORGE'S NAVY

A Continuous Tobacco Show

You can buy tobacco all day long. No 8 o'clock closing or matinee performances, or idle periods. KING GEORGE'S NAVY CHEWING is a star performer—a sort of Charlie Chaplin—on the job all day long—from sun-up to bedtime. Like Charlie, KING GEORGE'S NAVY makes for happiness—puts you in a good humor; keeps you and others happy all the time. So you see KING GEORGE'S NAVY performs a service of real value to men.

What we want is that every user of chewing tobacco will learn to know of the goodness of KING GEORGE'S NAVY. You can help, and every introduction you make leads to an enduring friendship—a profitable friendship.

Are you well stocked? See your wholesaler.



Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade

If any advertisement interests you, tear it out now and place with letters to be answered.



It will pay you well

to get up a display of **STOP-ON SHOE POLISHES**—the only shoe polishes manufactured in Western Canada. Every customer buying one box will come right back for more, because the **STOP-ON SHINE HAS A PERMANENT BRILLIANCY** that resists the dampest and foggiest weather.

Just try out the selling value of a **STOP-ON** line. Prove to your own satisfaction that these polishes are unusually good and unusually popular.



STOP-ON POLISHES are made in Black, Tan, Ox-Blood, Nut-Brown and White. The latter is without doubt the most satisfactory white shoe dressing obtainable. It will not rub off on the clothing.

Order a supply to-day.

Strang Brothers
WINNIPEG

GROCER'S FRUIT BULLETIN

This is your tip to buy Niagara Peninsula Peaches and Plums. An extra good crop of peaches are now coming in fast. Plums are also at their best right now. 250 papers are advising the housewives when to buy. They are looking for the map—as a guarantee of quality pack.

*Get behind this line—
it's good business.*



BUY STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry..	.06½
40 lbs., 1 lb. pkg., White Gloss .....	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons ....	.07½
100 lbs. kegs, No. 1 White.	.07
200 lbs., bbls., No. 1 white	.07
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08½
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08½
100 lbs., kegs, Silver Gloss, large crystals .....	.07½
28 lbs., Benson's Satin, 1 lb. cartons, chormo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.12½
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06¾

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs. ....	.06¾
Kegs, 100 lbs. ....	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07¾
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08¾
Kegs, extra large crystals, 100 lbs. ....	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:	
5c packages (96)	\$ 3.20
1 lb. packages (60)	3.20
½ lb. packages (120)	3.40
½ lb. 60 } Packages Mixed	3.20
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs.	
1 doz. in case	\$ 3.00
2 lb. tins, 2 doz. in case...	3.00
5 lb. tins, 1 doz. in case...	3.40
10 lb. tins, ½ doz. in case.	3.30
20 lb. tins, ¼ doz. in case.	3.25
Barrels, about 700 lbs....	.04¼
Half bbls., about 350 lbs...	.04¼
¼ bbls., about 175 lbs....	.04¾
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 38½ lbs.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case...	\$ 3.50
5 lb. tins, 1 doz. in case...	3.90
10 lb. tins, ½ doz. in case.	3.80
20 lb. tins, ¼ doz. in case.	3.75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case...	4.80
Barrels, per 100 lbs.....	5.25
½ barrels, per 100 lbs....	5.50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane
sugar.

2 lb. tins, 2 doz. in case...	\$4.05
5 lb. tins, 1 doz. in case...	4.75
10 lb. tins, ½ doz. in case...	4.45
20 lb. tins, ¼ doz. in case...	4.35
Delivered in Winnipeg in carload lots.	

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can.	\$ 4.75	\$ 3.75	\$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can ...	14.00	12.00	9.00

YUBA BRAND

2½ Can.	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb.
tins,; 1-lb. tins,; Rob-
inson's patent groats, ½-lb. tins,
....; 1-lb. tins,

STOP-ON POLISHES Doz

Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bot- tle	2.00

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0.85
Metal Outfits, Black and Tan	3.85
Card Outfits, Black and Tan	2.25
Creams and White Cleanser	1.10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1.20
---	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s. butts 9 lbs.	\$ 0.60
Bobs, 6s and 12s, 12 and 6 lbs.	0.46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0.46
Currency, 6s, ½ butts, 9 lbs. 0	46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0.48
Walnut Bars, 8½s, boxes 7 lbs.	0.64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0.68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0.68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0.68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0	57
Great West, pouches, 9c.....	0.72
Forest and Stream, tins, 11s, 2 lb. cartons	0.80
Forest and Stream, ¼s, ½s and 1-lb. tins	0.80
Forest and Stream, 1-lb. glass humidors	1.00

If any advertisement interests you, tear it out now and place with letters to be answered.

Canadian

Peaches and Plums

Now Arriving in
Liberal Quantities

Also

Huckleberries

Canteloupes and Tomatoes.

Plums, short crop; prices
very reasonable just now.

The House of Quality

HUGH WALKER & SON

Established 1861 GUELPH, ONTARIO

Wholesale

Fruits

Vegetables

and

Fish

Everything The Best

WHITE & CO., LIMITED
Toronto

Phone Main 6565.

Your Trade Will Repeat.

MAPLEINE FLAVORING

brings back your customers. You
can make no mistake. They come
back for that
genuine "Maplev"
Tang. A real Amer-
ican Flavoring
used for every pur-
pose.



Order from:

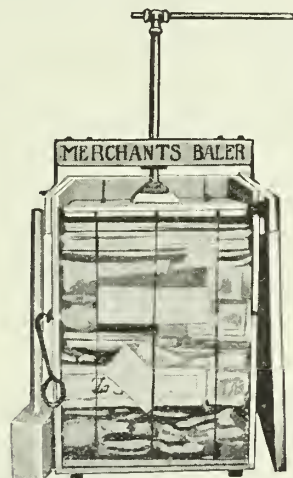
Frederick E.
Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

Are You Interested?

CANADIAN GROCER reaches
the retailer, the wholesaler, the
manufacturer, the clerk and
the traveller, just the men to
whom you wish to sell or from
whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent inser-
tions.

5c extra per insertion when re-
plies are to be addressed c/o
Canadian Grocer.

No Other Paper Reaches
All These Men.

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand
Fixtures?

Then you should use
Canadian Grocer's Classified Ad.
Columns.

It should find for you among
the progressive Grocers of Canada
at least one individual who is on
the lookout for just such a pro-
position that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

When writing advertiser kind-
ly mention that you saw his ad.
in this paper.

Kindly mention this paper when writing
advertisers

If any advertisement interests you, tear it out now and place with letters to be answered.

Women are Shy —Be Careful!

When she asks for Shirriff's and accepts something "just as good," saying nothing, are you sure you are safe? Why not be ready next time with the *real* good extract instead of the "just as good"—and at least keep your prestige with her? It may mean her trade.



Shirriff's True Vanilla

is made by our own *secret process* from the best Mexican Vanilla bean—the world knows no better. Our process brings out the last vestige of flavor, taking a whole year in the process.

Shirriff's is 50 per cent. stronger than Government requirements.

Shirriff's invariably gives *complete* satisfaction. Can you think of something "just as good" to hold customers with?

Help supply the demand for Shirriff's. Write us.

Imperial Extract Co.
Toronto

INDEX TO ADVERTISERS

A	M
Acadia Sugar Refining Co., 8	MacKenzie & Morris, 13
B	MacLure & Langley, 13
Balfour-Smye & Co., 14	MacNab, T. A., & Co., 13
Betts & Co., Inside back cover	Magor, Son & Co., 16
Borden Milk Co., 3	Malcolm Condensing Co., 6
Bowman & Co., J., 48	Mann, Laurie Co., 13
Bradstreets, 48	Mathien Co., J. L., 41
C	McCabe, J. J., 41
California Associated Raisin Co., Inside back cover	McDonald, Chas. M., 13
Cal. Fruit Cannery Assn., 43	McVitie & Price, Ltd., 42
Canadian Cereal & Flour Mills Co., 33	Menzies, Stewart & Co., 14
Canadian Salt Co., Front cover	Meyers, Fred. L., 13
Canadian Shredded Wheat Co., 9	Millman, W. H., Sons, 13
Cane, Wm., & Sons Co., Ltd., 40	Minto Bros., 2
Cassels, Dr., 16	Moore, J. D., 10
Chase & Sanborn, 10	N
Church & Dwight, Inside back cover	National Licorice Co., 15
Clark, Ltd., W., 7	Niagara Peninsula Publicity Association, 45
Cochran, J. N., 13	O
Codville Co., 4	Oakey & Sons, John, 48
Condensed Ad. Page, 48	P
Connors Bros., 12	Patrick & Co., W. G., 13
Crescent Mfg. Co., 45	Pennock, H. P., Co., Ltd., 13
D	Perry Co., The H. L., 13
Dominion Cannery, 5	R
E	Red Rose Tea Co., 15
Eckardt, H. P., & Co., 39	Rock City Tobacco Co., 42
Estabrooks Co., Ltd., T. H., 15	S
Eureka Refrigerator Co., 15	Sloane, J. C., 42
F	Smith & Son, E. D., Back cover
Fairbanks Co., N. K., 4	Smith & Procter, 10
Fearman, F. W., & Co., 38	Smith, H. G., 41
Freeman Co., W. A., 38	Spratts, 9
Furnivall-New, 14	Stevens Produce Co., 48
G	Stevens-Hepner Co., Ltd., 40
General Sales Co., 2	Strang Bros., 44
Grant, C. H., 13	Stephenson, Blake & Co., 45
Guelph Soap Co., 41	T
H	Tilley, Chas., & Son, 12
Hamilton Cottou Co., 45	Tippet, A. P., & Co., Inside front cover
Hargreaves (Canada), Ltd., 9	Toronto Salt Works, 48
Hillock, John, & Co., 6	Toronto Butchers' Supply Co., Ltd., 48
H-O Co., The, 11	Trent Mfg. Co., 48
Hygienic Products Co., 9	V
I	Varty, W. Geo., 13
Imperial Extract Co., 46	W
Imperial Rice Milling Co., 9	Walker, Hugh, & Son, 45
J	Watson & Truesdale, 13
Japan Tea Co., 1	Webb, Harry, 13
K	Webster & Co., W. R., Inside front cover
Kearney Bros., 6	Wetley's, J. H., 12
L	White & Co., 45
Lambe & Co., W. G. A., 13	White, Fred. J., 13
Lawrason, S. F., & Co., 24, 25	White Swan Spices & Cereals, Ltd., 39
Lemon Bros., 41	Whittemore Bros. Corp., 8
Lyons & Marks, 2	Woodruff & Edwards, 46
	Woods & Co., Walter, 2



Get the utmost out of your coffee department

THE ELGIN NATIONAL COFFEE MILL will save you time and add to your profits and will give your customer that satisfactory service that means increased confidence and better sales.

Its lifetime durability and the perfection of the work it does are two good reasons why you should immediately install the Elgin. Don't decide on any Coffee Mill until you have learned full particulars of the Elgin. Our booklet No. 24 C will tell you all about it. Ask your jobber for Catalog and Prices.

Woodruff & Edwards Co., ELGIN, ILLINOIS, U.S.A.

An Appeal to Men of High Calibre

HAVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals*; or to put it more definitely, by the *Common people*. The spirit or impulses of *leaders* must pass downward—to the *Common people*.

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

YOU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

HERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price \$3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

.....1916.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name Address

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:


Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.
Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager
Western Canada
TORONTO

OAKLEY'S KNIFE POLISH



WELLS-20102

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

Listen! WESTERN GROCERS

We buy Live and Dressed Poultry, Late Potatoes, Butter and Eggs in any Quantity.

Poultry coops, cases, tubs supplied. Make us a trial shipment. Immediate cash remittance, or write for prices.

Stevens Produce Co. Winnipeg

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH

FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Losing a Customer

YOU probably lose customers—many of them—in the course of a twelve month; and perhaps you replace them all with new ones. But—why did you lose any?

May we suggest that often customers leave you, and others, just because they have been supplied with merchandise that failed to please them. They don't always explain or give the dealer a chance. They add up their complaints and then leave.



Take Baking Soda, for example; you cannot possibly "get in wrong" by supplying

Cow Brand

Cow Brand is better than other sodas because it is made better, from better materials, and kept up to its own high standard.

Above all things don't take risks with Baking Soda.

Church & Dwight, Limited
Manufacturers - - MONTREAL

This Raisin is Working for You



Eight thousand raisin growers in California have taken hold of the raisin business. They have organized it for themselves, for you and for the consumer. They got tired of fluctuating products, fluctuating prices, and a fluctuating demand. They have organized the industry, centralized their forces, and lifted the raisin business out of the haphazard and accidental. They have eliminated the speculator and created a direct market through advertising.

SUN-MAID Raisins

The first year they spent \$160,000.00 in advertising. This year they are spending \$200,000.00. All this advertising is on one brand of raisins—the Sun-Maid Brand. The entire raisin business is bound to improve as the result of the publicity and the educational work being done by the Association. But you cannot expect to get the full benefit of it unless you identify yourself closely with the Sun-Maid Brand. Your jobber has it. Order it now from him. Get in touch with us and let us tell you how we can help.

THREE VARIETIES

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes) and cluster (on stem, not seeded).

Your Jobber Can Supply You

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers
FRESNO, CALIFORNIA

(288)

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES.

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

Every Grocer should handle

E. D. SMITH'S Grape Juice

*—It's the ideal temper-
ance drink*



**Made in
Canada**

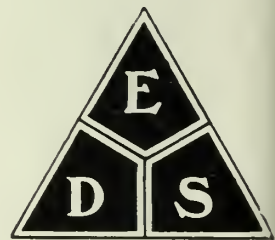
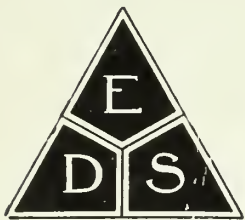
THE demand for this popular Grape Juice with the *Natural Concord Flavor* is always worth catering to and dealers will make no mistake in featuring it strongly when the provincial prohibition law comes into force. There is certain to be a bigger demand than ever for this delicious Grape Juice, the strength and purity of which makes dilution necessary.



**Made in
Canada**

The E. D. Smith special process conserves all the natural Concord Grape Flavor, giving to this popular Grape Juice a delicious, delicate flavor that appeals to particular people.

Order a good supply and see what results a window display will pull.



E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS :— Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta.; Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B. C.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 8th., 1916

No. 36

A
Greater
Success
than ever



Fall
Sales
breaking
all records

“Crown Brand” Corn Syrup in “Perfect Seal” Quart Jars

Grocers realize that the Molasses famine—and the resulting excessive prices for Molasses—have simply boomed the sale of “Crown Brand,” both in the 3-pound jars and 2, 5, 10 and 20 pound tins.

Your wholesaler has all sizes—all the time—ready for immediate shipment. Order what you need.

The Canada Starch Co., Limited - Cardinal, Brantford, Montreal

ATTRACTIVELY DISPLAYED GOODS SELL QUICKLY

We are spending thousands of dollars telling your customers about O-Cedar. Co-operate with us. Our ads. are appearing in the principal dailies and in the monthly and weekly magazines. Thousands and thousands are using it daily. Many of these women are your customers. Do they know you stock O-Cedar? Are they ordering their

O-Cedar
Polish
(MADE IN CANADA)

from you? We have many handsome and attractive counter, store and window displays which we are glad to supply to you *absolutely free*. This is one of them. Prominently placed on your counter, it will double your sales. Write your jobber for full information about our *Display Deals* and *Profit Deals*. They mean money in your pocket.

Write Your Jobber To-day.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



Eno's "Fruit Salt" is no shelf-warmer if you let people know you stock it

Extensive advertising has acquainted the consuming public with the facts about Eno's "Fruit Salt." It has stirred up a desire to become well acquainted with the delightful effects of this invigorating, mild regulator of the human system. Then, why not "make hay while the sun shines" and turn this desire or demand into profit for your till by setting up an attractive counter display or window trim. Now is the time to show and push Eno's "Fruit Salt"—the original and only fruit salt.

*Mail your order to-day if your stock is
low, for every grocer should sell Eno's.*

J. C. Eno, Limited, "Fruit Salt" Works
LONDON, ENGLAND

*Agents for Canada: Harold F. Ritchie & Company, Limited
10-14 McCaul St., Toronto*





Borden Milk Products have earned their pop- ularity

EVERY DAY in thousands of homes these Canadian-made products are making new and lasting friendships through their delicious, high-grade quality and the satisfactory way in which they take the place of ordinary milk and dairy products.

GROCERS of keen business instinct have proven the advisability of featuring and suggesting the Borden lines for the many various purposes they are adapted to. They find that every Borden sale means a satisfied customer and a profitable run of repeat orders.

A Borden window display may be the turning point in YOUR sales. Send in your order to-day and get the Borden lines working for you. Your wholesaler has them.

Borden Milk Company
"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.



This is the Book that will help make Sales for you Grocers!

Women all over Canada are writing for it. The *second* edition is now being printed. It is going right into the homes of the most progressive and ambitious women of Canada, and is being consulted by all who take pride in their table menus.

"The Girl at Catelli's" tells how to cook Macaroni—how to prepare it in a hundred different styles. More than this, it shows the food value and the practical economy of *MILK* Macaroni dishes.

This dainty book—backed by our strong newspaper and magazine advertising—is creating sales for every grocer who handles

CATELLI'S MILK MACARONI

Everyone can afford Catelli's. It retails for 10c. With our advertising to educate—our cook-book to interest—and a perfect food product of recognized food value to hold the business

—Catelli's *Milk* Macaroni looks to be a steady money-maker for every grocer who handles it.

ASK YOUR WHOLESALE.

The C. H. Catelli Co.

LIMITED

MONTREAL

10¢



EVERYWHERE

If any advertisement interests you, tear it out now and place with letters to be answered.

Tell Your Customer About Baked Beans

She can buy white beans, of course, at about 12c a lb., in these stirring times. She can soak them, drain and parboil them. She can add pork, sugar, pepper, salt and molasses, and then cook them for hours. The result is baked beans—of a kind.

Ask her to try Simcoe Baked Beans. The process of preparation is reduced to simply heating them. Perhaps one in a thousand can prepare home-baked beans to be as delicious and perfectly cooked as "Simcoe" beans, but the other 999 cannot and have their trouble for nothing.

Sell Simcoe Baked Beans! You will please your customer and insure "repeat" sales. You will also be a member in good standing of the "Made-in-Canada" Club.



Plain, or with Tomato or Chili Sauce

**DOMINION CANNERS
LIMITED**

HAMILTON

::

::

CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

TEA

Now is the time to secure your New Season's Japan Teas as the selection at this time is large and varied.

Write to us for samples and they will be cheerfully forwarded with quotations that will defy competition.

John Duncan & Co., Limited

Established 1866

MONTREAL



Every Jar a Salesman

YES, Mr. Grocer, you can make every jar on your shelves a salesman by insisting on goods sealed with *Anchor Caps*. No goods are more sure to attract, please and satisfy your trade than those which Anchor Caps have made absolutely safe from outside contamination.

Your jobber can get Anchor Caps for you on bottled goods, so why not insist upon having them to-day?

Anchor Cap & Closure Corporation of Canada, Ltd.

50 Dovercourt Road

TORONTO, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

NOTICE of Protection on Quaker Oats

Quaker Oats, 20's, Round (2 coupons) (25c pkg.)	\$3.90
Quaker Oats, 20's, Imported China (30c pkg.)	4.75
Quaker Oats, 18's, (1 coupon) (10c pkg.) - - -	1.45

Place your order immediately at these prices. **We guarantee you against any lower prices**, and we believe they will be higher. The outlook for the 1916 crop of oats is unpromising, and while oats have had some advance, in our opinion the grain is likely to work considerably higher. We are fortunate to have a stock of oats contracted below the market, **and will give you the benefit of this purchase until sold, provided your order is placed with your wholesaler at once for shipment by October 31st.**

We have notified the wholesalers of an advance over the above basis on Quaker Oats, round, which will become firmly effective October 15th (unless necessary sooner).

If desired, two orders may be booked by you, one for September and one for October delivery.

We have added to the large list of publications carrying Quaker Oats advertisements until our monthly circulation is over 700,000. We shall also, in order to move your Fall stock of Quaker Oats rapidly and freely, repeat the Quaker Aluminum Cooker offer to the consumer, which was so singularly successful last Spring in moving your stocks of Quaker Oats, round package. This offer will be made as soon as stocks of Quaker Oats have been well distributed, and we know it will have added attraction for your customers, owing to the continued advance in aluminum.

Sixty cents (.60c) for oats is more than a probability this season, so we repeat, **PROTECT YOURSELF TO-DAY—BUY NOW AND BUY THE ROUND PACKAGE FREELY—PRICES WILL NOT BE LOWER.**

THE QUAKER OATS COMPANY
Peterborough and Saskatoon, Canada

PLEASE Take Notice

GAZELLE



English Garden Peas, 2s, - \$1.07½

Early June Peas, 2s, - - 1.10

Terms: Net 30 days ex Warehouse, Montreal

Hudon Hebert & Co., Limited
MONTREAL

CLARK'S

CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

Tomato

Pea

Mock Turtle

Chicken

Scotch Broth

Mulligatawny

and all other varieties



Ask your jobber for prices or send us a post card, but STOCK NOW.

W. CLARK, LIMITED, MONTREAL

Clark's

RICE—our specialty

We always try to give

GOOD VALUE

QUICK SHIPMENT

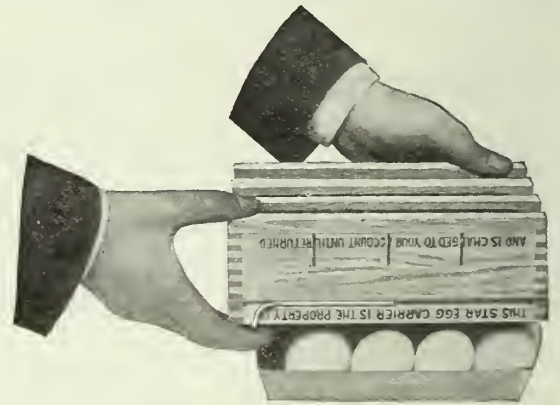
FAIR TREATMENT

Mount Royal Milling & Manufacturing Co.
D. W. Ross Co'y., Agents, Montreal

Have you tried
**WETHEY'S
ORANGE
MARMALADE?**

It is making
a hit.

YOUR EGG DELIVERY



Deliver eggs to your customers with the guarantee that there are no poor eggs, that they will arrive at your customers sound and unbroken, and equally as important, deliver them at a cost lower than any other method.

We shall be glad to send you further particulars. Write for our booklet No. 236.

**STAR EGG CARRIER & TRAY
MFG. COMPANY**

1520 Jay Street

Rochester, N.Y.

If any advertisement interests you, tear it out now and place with letters to be answered.

**In your Locality
are many
Dogs and Cage Birds**

Your customers must have FOOD for them.
It is to your interest as well as that of your
customers and their pets, that you should
regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and
reliability. It will help you to keep old customers
and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

S 46

**You can beat
Eggs, but**

GIPSY

!!!

Order Gipsy Stove Gloss from
your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33, FRONT STREET, E. TORONTO.

Western Agents For Manitoba, O. F. Lightcap, Winnipeg.
For British Columbia and Yukon: Creeden & Avory,
Rooms 5 and 6, Jones Block, 407 Hastings Street,
West Vancouver.

When you sell

**HEINZ
57
VARIETIES**

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

**Century
Salt**

Pure,
even
crystals

This is the evidence of the extreme care taken in
the refining and packing of **Century Salt**. The salt
that is best for table or dairy. Every store should
handle **Century**. Order from your wholesaler or
direct. We ship promptly. Get our quotation on
assorted carloads.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

**W. H. Millman
& Sons**

Wholesale Grocery Brokers
Special lines to offer in
different grades of teas.
Write or wire us if in
the market.

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have ware-
houses at all buying points in the
potato belt. Cars always loaded. New
Brunswick, Montreal, Toronto, waiting
orders.

Have you any
**Potatoes, Onions, Green or
Evaporated Apples, Beans,
Honey to offer ?**

If so, let me have particulars.

FRED J. WHITE
Fruit, Vegetable and Grocery Broker
27-29 Wellington St. East
TORONTO CANADA
25 years' connection with the best trade.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and pro-
gressive manufacturers wanting live
representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and
Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency.
Our STORAGE, DISTRIBUTING and
FORWARDING facilities are unexcel-
led.
Correspondence solicited.
"Always on the Job."

C.H. GRANT CO.
Wholesale Commission Brokers
and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can
give you results on yours.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery
Broker
FREDERICTON, N.B.

I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

CHAS. H. McDONALD & CO.
Manufacturers' Agents
Post Office Box 727, St. John, N.B.

We have splendid storage facilities and a first
class connection with both wholesale and retail
trade. Get in touch with us in regard to
handling your line.

When you buy direct from the country of
origin, and from
Fred. L. Myers & Son, The Sugar Wharf
188 Harbour Street, Kingston, Jamaica,
you will secure at lowest possible prices your
requirements of—Sugar, Rum, Pimento, Cocoa,
Ginger, Honey, Annatto, Coffee, Kola Nuts,
Lime Juice, Orange Oil, Goatskins, Divi-Divi,
Wax, Sarsaparilla, Cassava Starch, Sheep Wool,
Cattle Hides.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A. B. C., 5th edition and private.

FEATURE FOR THE TRENCHES
**G. Washington's
Refined Coffee**

Canadian Sales Agents:

Edmund Littler,
169 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

The Standard of Quality

St. Lawrence



Granulated

100% PURE CANE SUGAR

Obtainable in all the different sizes.

Quality, Convenience and Irresistible Flavor

are the big selling points of *Malcolm Milk Products*—the all-Canadian leaders. The most discriminating customers find in the Malcolm line the delicious goodness they so much desire, hence casual sales always develop into steady repeat business.

A Malcolm window display has proved the starting point of better profits to aggressive dealers everywhere. A little suggestion is sufficient to create a sale—Malcolm quality takes care of the re-orders.

Order a 5-case lot and we will pay freight up to 50c per 100 lbs. in Ontario, Quebec and the Maritime Provinces. Send the order now, while you think of it.

The Malcolm Condensing
Company, Limited

St. George
Ontario



If any advertisement interests you, tear it out now and place with letters to be answered.

The Oversea Export Co., Limited
Norway

NORWEGIAN SARDINES

IN PURE OLIVE OIL

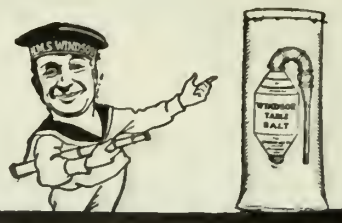
SPECIAL BRANDS to suit individual buyers.

Place your orders now for early fall shipments. Full particulars and prices from the

Sole Agents:

Stewart Menzies & Co.

70 Lombard St., TORONTO



The Canadian Salt Without a Fault

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "it is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.

**Windsor
Table
Salt**
Made in Canada

THE CANADIAN SALT CO. LIMITED

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL Brooms \$4.00, \$4.50, \$5.00 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

We'll Prove It

GIVE us a chance to prove to *you* that you can make money by working our plan. Hundreds of men and women in Canada are making splendid salaries by working for us a few hours each day. Why not learn all about it?

If your regular position isn't producing enough money to take care of a few added luxuries—our plan will fit in splendidly, giving you as *much* extra money as your spare time will allow for. The more time you devote to the plan the more money you can make. To learn all about it—drop us a *Post Card*,—back to you by return mail will come full particulars. This will not obligate you in any way. Simply say, "Send me full particulars of your money-making plan."

Name.....

Address.....

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

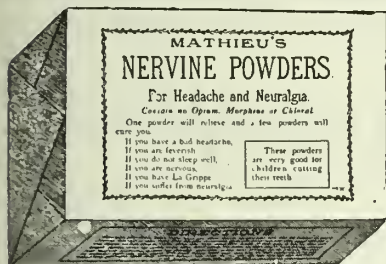
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating **QUANTITIES**
—We will give you **BEST QUALITY—BEST DELIVERY—BEST PRICES**

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND



It pays to
feature

MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

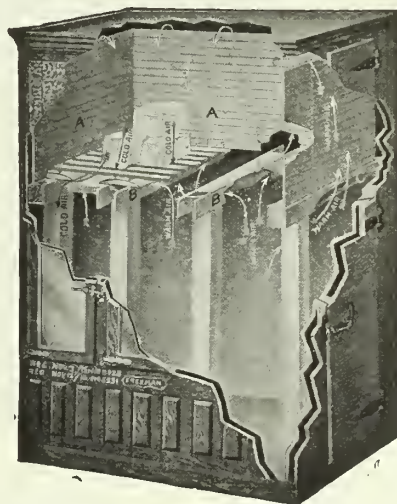
J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

That "want more" taste

So productive of the repeat sales that mean big business is back of the ever-growing demand for Tartan Brand products. The perfect quality of every Tartan Brand line is a guarantee of unlimited customer satisfaction and better sales.

When ordering Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts or Jelly Powder, see that the labels bear the Tartan Brand—the trade-mark of superior quality.

Write us to-day. We carry a complete line of fancy groceries, foreign and domestic, and pay special attention to mail orders.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

There's a definite reason for Furnivall's popularity.

Furnivall's is the pure essence of choice fresh fruits preserved under the most ideal conditions.

To sell Furnivall's once is to ensure continuous sales. Stock up now.

Furnivall-New, Limited

HAMILTON, CANADA

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

An ever-growing army



Minto Bros.

284 Church St.

TORONTO

of discriminating tea users are finding their ideal of quality perfectly embodied in **MINTO TEA**, hence Minto sales are ever on the up-grade—bringing repeat business and better profits to tea dealers everywhere.

QUANTITY at a moderate price—that is the secret of Minto popularity. Add to this the fact that we enclose in every package the amount of money it would take to advertise it to the consumer, and you have a selling combination that is unusually attractive and hard to beat.

WHEN you consider that though we do not advertise Minto to the consumer, our sales are constantly increasing, it is convincing evidence of Minto superiority.

Give Minto a trial. Let results prove our claims.

If any advertisement interests you, tear it out now and place with letters to be answered.



When Your Customer Orders Knox Sparkling Gelatine No. 1 Tell Her About Knox Acidulated Gelatine No. 3

with its extra envelope of lemon flavor. She'll buy both and thank you for it, because this extra flavor saves her time and work when she wishes to prepare a dessert in a hurry. It's good business, too, because every package you sell pays you a splendid profit and making two good sales instead of one is always good business.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX CO., INC., JOHNSTOWN, NEW YORK

Branch Factory:—Montreal, Canada

The 5 Cent Line Babbitt's Cleanser



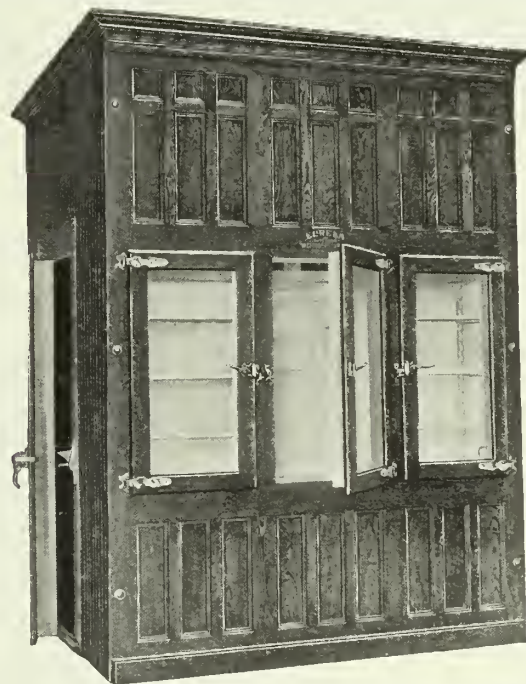
Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents:

WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto



The
Eureka

Your Safest Investment

The ONLY patented refrigerator in existence today with warm air flues across ceiling of cooling room, and connected with warm air flues at sides or ends.

Patented
1900 - 1910
1914

See our exhibit in the Industrial Building, Canadian National Exhibition.

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

EUREKA REFRIGERATOR CO., LTD.

27-31 Brock Ave.

54-56 Noble St.

21-33 Earnbridge St.

TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.



is every day producing selling results in keeping with its well established reputation. Grocers everywhere are finding it advisable to keep KEEN'S constantly displayed in window or sales counter.

KEEN'S popularity will be a big factor in building

better business for you. Every time you sell a customer KEEN'S OXFORD BLUE you can rest assured of a continuance of her patronage where this quality blue is concerned.

Why not begin now to feature this reliable sales puller?

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

Agents for the Dominion of Canada

DIAMOND BRAND California Walnuts

are tested Nuts, guaranteed 88% crack, scientifically grown — rich, full-meated Nuts from California groves which produce the best Walnuts in the world.

IN BULK

Packed in 100 lb. (net weight) burlap bags. All highest grade Nuts of light color. Tested and approved by association inspectors.

ALL DIAMOND BRAND Walnuts are in jobbers' hands in time for distribution to dealers for their early trade.

IN 1-LB. PACKAGES

Lithographed red and green consumer packages, containing 16 oz. net, make an attractive proposition for dealers. No time wasted weighing and wrapping. No loss from pilferage, overweight, or broken, unsaleable Nuts. Packed 5 doz. cartons to the case.

Your Jobber Can Supply You.

Specify "DIAMOND BRAND"

**CALIFORNIA WALNUT GROWERS'
ASSOCIATION**
LOS ANGELES, CALIFORNIA



Canadian Agents: Arthur P. Tippet & Co., Montreal, Toronto; Jos. E. Huxley & Co., Winnipeg; Arris, Campbell & Gault, Vancouver.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, SEPTEMBER 8, 1916

No. 36

Lindsay Grocers in New Premises

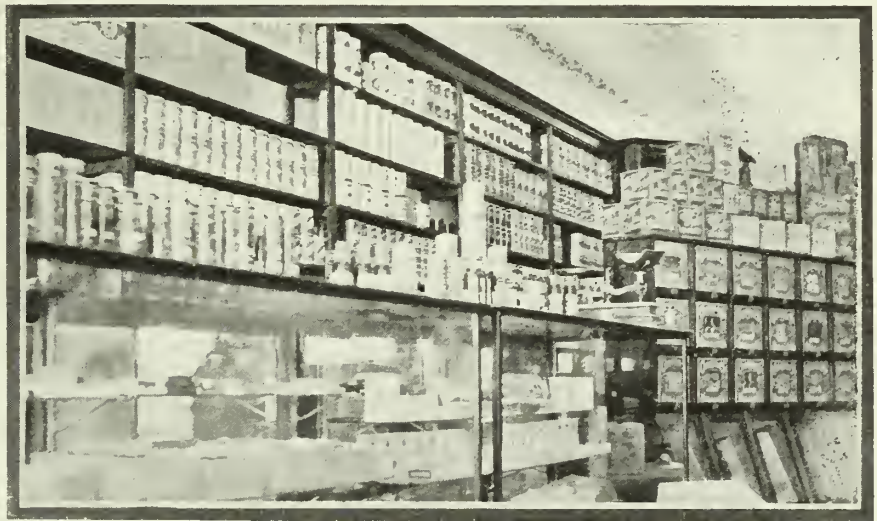
Adams Bros. Have Installed Complete New Equipment for Their Grocery and Meat Departments—Now Have Very Complete Store — Were Burned Out in April of This Year.

THE old saw that "it is an ill wind that blows no good" is illustrated in the case of Adams Bros., grocers, of Lindsay, Ont. This firm was burned out in April of this year and two weeks ago moved into a new store on the cor. of Kent and Cambridge streets in that town. The store is equipped throughout with new fixtures of the most modern type and presents an attractive appearance. The storage bins are of the pivoted type, and there is a fine cold storage system which comprises three refrigerators.

The cost of the new fixtures has been approximately \$4,000 and the store is quite complete in its arrangement. There are in addition two computing scales, a cash register and a coffee grinder on the counter of the grocery department. In the grocery side there is a cooling cabinet for butter and eggs and lard.

Adams Bros. have a complete meat department, both for fresh and cooked meats. A store adjoining their grocery and of equally large proportions is con-

nected by an archway, which is given over entirely to the meat department. With the new fixtures and new location the company is now in a better position than ever to cater to the needs of their customers.



Left inside interior of Adams Bros. store, Lindsay, Ont., showing silent salesmen, display bins.



Right inside interior of store of Adams Bros. at Lindsay, Ont., showing neat display of goods and store equipment.

Since the fire occurred in April of this year Adams Bros. have been occupying a space in the city market building. Now that they are located in their new premises they have found their trade has been an increasing one. "Business has been exceptionally good this year," stated D. Adams to a Canadian Grocer representative. "We look for the fall and winter trade to be better than for some time past."

STEAMER ASHORE

A wire has been received here that the Brigantine Ada Peard with a cargo of 550 puncheons of Barbadoes molasses has run ashore near St. Marys' Bay on the coast of Bay of Fundy. The molasses is all for Montreal. No details have yet been received as to the condition of the boat and the safety of the cargo. Two ships have been sent to her relief but have not been able to reach her.

Statement and Ledger on One Sheet

Counter Checkbook Used From Which Items are Copied to Statement Forms—Duplicates Kept of Both Statement and Ledger Forms—System of Keeping Accounts That Has Given Satisfaction to User.

THERE is a tendency among retail merchants to conduct their business without an adequate system of determining their costs, declares the Federal Trade Commission of the United States in an introduction to a pamphlet on "A System of Accounts for Retail Merchants." Nor does that condition of affairs apply to that country more than to Canada.

cover overhead is to find the average ratio that the operating expenses bear to the sales. For instance if the sales for the year were \$25,000 and the expense of conducting the business was \$5,000, the overhead was one-fifth, or twenty per cent. Add to this the desired percentage of profit, and deduct the total from 100, and this will give the percentage the invoice price bears to the

the profit be as great as possible. "To ascertain the turnover divide the cost of goods sold during the year by the cost of the average stock carried."

Four books are suggested to operate the system of accounts that is advised. Journal, General Cash Book, Invoice Book and Ledger. "From these books certain statements, particularly a monthly summary of business, a profit

GENERAL CASH BOOK.

A Debit—					B Credit—							
Date, Name of Description Acct.	L.F.	Collections on Accts. Rec.	Cash Sales	General Accounts	Date	Name of Acct.	Description	Check No.	L.F.	Disct. on Purchases	Payments on Accts. Pay.	General Accounts

INVOICE BOOK.

Date of Entry	Date of Invoice	Invoice No. of	From whom Purchased	Address	Ledger Folio	Amount of Invoice
---------------	-----------------	----------------	---------------------	---------	--------------	-------------------

Several objects, beyond the natural personal one, should impel the merchant to such a system. One is that the banks are paying more attention than ever before to the accounting systems of the merchants, and if a retailer can show definite progress from accurate records in his books, credit is much more likely to be forthcoming. One of the points to which the banks give special attention is whether the prospect for a loan makes proper provision for depreciation in certain portions of his stock, his fixtures, etc. The steady advance in the cost of doing business makes it more than ever imperative that the merchant should know exactly what it costs him to do business, what are his real profits, what each department of his store is doing by itself, or else, ignorant as to the weak points in his business, he may lose out in competition with rivals who are better informed.

The Commission in order to assist the merchants in introducing a proper system suggests a number of forms that will furnish the required information with the least effort.

One of the points, in fact the essential one is that there be definite knowledge of the overhead expenses. Many merchants have only a hazy idea of this with the result that often goods are sold actually at a loss.

How To Figure Out Selling Price

The most convenient way of arriving at the proper percentage that must be added to the first cost of the goods to

selling price. For instance, if the overhead is 20 per cent. and the profit desired is 10 per cent., subtracting from 100 gives 70 per cent; that is if the invoice cost is 70 the selling price will be 100. This is vastly different from saying that if the cost price is 100 the selling price will be 130. To get 100 from 70 as a starting point you must add 42 6-7 per cent. making it ten-sevenths, whereas if the cost is taken as 100 you add only 30 per cent., which does not nearly cover the overhead and the profit desired.

Turn Stock as Often as Possible

Another point emphasized by the Commission is that the stock should be turned as often as possible in order that

and loss statement, and a balance sheet should be prepared at definite periods in order to present the results in comprehensive form."

The Journal

The ordinary two-column journal can be used. The opening entry is an inventory of assets and liabilities. The totals of the charge sales as shown by the sales checks should be entered in the Journal, debiting Accounts Receivable and crediting Sales. The totals of the credit tickets are also entered in the Journal, debiting Sales with returns, and Sales Allowances with price concessions, and crediting Accounts Receivable. Other items to be entered are those that do not go through the Cash

MONTHLY SUMMARY OF BUSINESS, 1916.

	Net Sales.			Buying expense.		Selling expense.			Delivery expense.		General expense.								Total Expense.	Per cent of Net Sales.
	Credit.	Cash.	Total.	Salaries and Wages of Buying Force.	Miscellaneous Buying Expense.	Salaries and Wages of Sales Force.	Advertising.	Miscellaneous Selling Expense.	Salaries and Wages of Delivery Force.	Miscellaneous Delivery Expense.	Management and Office Salaries.	Office Supplies and Expense.	Insurance on Stock and Store Equipment.	Taxes on Stock and Store Equipment.	Losses from Bad Debts.	Miscellaneous General Expense.	Rent.			
Jan.....	\$3,356.31	\$1,301.65	\$4,657.96	\$25.00	\$14.00	\$177.33	\$30.00	\$3.75	\$102.67	\$5.08	\$269.00	\$22.03	\$1.61	\$2.50	\$33.56	\$26.79	\$71.25	\$767.57	16.9	
Feb.																				
Mar.																				
Apr.																				
May.																				
June.																				
July.																				
Aug.																				
Sept.																				
Oct.																				
Nov.																				
Dec.																				
Total,																				
Per cent of Net Sales.																				

FORM A

or Invoice Book, such as notes receivable or payable, allowances or corrections of purchase invoices after entry in the Invoice Book, the various adjusting entries and the closing entries.

The General Cash Book

The suggested form for the Cash Book has been drawn for the convenience of readers of the Review, with the debit and credit sides. The cash receipts should be deposited daily in the bank and payments be made by check. The total of cash sales for the month should be checked against the total of cash sales slips, and is then posted to the credit of Sales; that of the Collections on Accounts Receivable to the credit of Accounts Receivable Account, and that of Payments on Accounts Payable to the debit of Accounts Payable account. The total of the Discount on Purchases column is also posted to the debit of Accounts Payable.

All payments for expense items other than petty cash should be entered on the Cash Book as made and posted therefrom to the proper accounts.

The Invoice Book

A sample of this is given herewith. The postings are made direct from this book into the Purchase Ledger, and the total at the end of the month carried to the debit of Merchandise Purchases and to the credit of Accounts Payable.

A sales slip must be made out for every sale, and the daily total of these

give the sales for the day. The cash sales slips are checked against the cash received.

The Ledger

The accounts in the Ledger should be arranged in the following order: 1.—General Accounts; 2.—Accounts with Trade Creditors; 3.—Accounts with Trade Debtors. Accounts with trade creditors and with trade debtors should be arranged alphabetically, using preferably a loose leaf ledger. When the volume of business permits it is advisable to use three ledgers, a general, a purchase and a sales ledger, keeping controlling accounts of the purchase ledger and the sales ledger in the general ledger. Where only one is used it should be divided into three sections.

Customers are charged with goods purchased direct from the charge slips. These are first listed then turned over to the bookkeeper, who posts them to the debit of the proper accounts, listing the amounts as he posts, then comparing his total with that of the first list, which must agree. Credit entries for allowances, etc., are made from the credit slips.

Posting the ledger therefore must come from four sources, the cash book, the invoice book, the sales and credit slips.

Monthly Summary of Business

The form reproduced here will be found very useful for monthly and yearly comparisons of expenses and ra-

tios. The figures are taken from the ledger.

Profit and Loss Statement

The amounts for making up this statement can be had from the ledger and the trial balance. It is made up at such time as the inventory is taken.

KEEPING BUTTER SWEET

If new butter is covered with a brine, it will keep sweet for a year or more; the best way is to make the butter into small rolls and wrap each one, in a muslin cloth, put the rolls in a large crock and pour over them a brine strong enough to bear up an egg, in which has been boiled $\frac{1}{4}$ lb. of granulated sugar and one tablespoonful saltpetre to (3) three gal. of brine; the brine should become cold before being strained over the butter, a weight should be put on the top to keep the butter under the brine.

Butter packed in pails or tubs and kept covered with an inch or so of this brine will keep for a long time.

CATALOGUES AND BOOKLETS

A copy of No-Vary Vim comes to our desk. It is the house organ of the No-Vary products Co., of Minneapolis and Toronto. It is self-described as being "brimful of steam-piped in from everywhere." Excellent sample ads. and selling suggestions, and a good deal of miscellaneous matter calculated to interest those handling the products of the house fill the magazine.

PROFIT AND LOSS STATEMENT, JAN. 31, 1916.

23	Sales.....					\$4,659	96	Per ct.	Per ct.
24	Less Sales Allowances.....					2	00		
	Net sales.....					4,657	96	100.0	
25	Inventory of merchandise at beginning.....					\$3,451	09		
	Merchandise Purchases (cost delivered at store).....					2,759	67		
	Deduct Inventory of merchandise at closing.....	\$3,062	17			6,210	76		
	Less Stock Depreciation.....	153	11			2,909	06		
	Net cost of goods sold.....					3,301	70	70.9	
	Gross profit from trading.....					1,356	26	29.1	
	BUYING EXPENSE.....								
26	Salaries and Wages of Buying Force.....	25	00						
27	Miscellaneous Buying Expense.....	14	00						
	Total buying expense.....					39	00	0.8	
	SELLING EXPENSE.....								
28	Salaries and Wages of Sales Force.....	177	33						
29	Advertising.....	30	00						
30	Miscellaneous Selling Expense.....	3	75						
	Total selling expense.....					211	08	4.6	
	DELIVERY EXPENSE.....								
31	Salaries and Wages of Delivery Force.....	102	67						
32	Miscellaneous Delivery Expense.....	8	08						
	Total delivery expense.....					110	75	2.4	
	GENERAL EXPENSE.....								
33	Management and Office Salaries.....	269	00						
34	Office Supplies and Expense.....	22	03						
35	Insurance on Stock and Store Equipment.....	1	61						
36	Taxes on Stock and Store Equipment.....	2	50						
37	Losses from Bad Debts.....	33	56						
38	Miscellaneous General Expense.....	26	79						
39	Rent.....	71	25						
	Total general expense.....					426	74	9.2	16.9
	Net profit from trading.....					568	69	12.2	
	INCOME FROM OTHER SOURCES.....								
42	Interest.....	17	09						
43	Cash Discounts on Merchandise Purchases.....	6	55						
44	Rent income (net).....	16	62						
45	Miscellaneous Outside Income.....	2	00			7	98		
	Total net profit.....					576	67		

Form B.

BALANCE SHEET, JAN. 31, 1916.

ASSETS.									
CURRENT ASSETS.									
1	Cash on hand and in bank.....					\$1,611	67		
2	Notes Receivable—Trade Customers.....					191	84		
3	Accounts Receivable—Trade Customers.....	\$3,618	81						
4	Less Reserve for Bad Debts.....	33	56						
	Inventory of merchandise (at cost).....					3,485	25		
6	Prepaid Insurance.....					2,909	06		
6	Accrued Interest Receivable.....					100	14		
	Total current assets.....							\$8,298	67
FIXED ASSETS.									
7	Store Property.....	4,500	00						
8	Warehouse Property.....	1,975	00						
	Less Reserve for Depreciation on Store and Warehouse.....	6,475	00						
9		26	98						
	Store Equipment.....					6,448	02		
11	Office Equipment.....					272	71		
12	Delivery Equipment.....					74	37		
	Total fixed assets.....					396	67	7,191	77
	Total assets.....							15,490	44
LIABILITIES AND CAPITAL.									
CURRENT LIABILITIES.									
13	Notes Payable—Trade Creditors.....	1,210	50						
14	Notes Payable—Banks.....	900	00						
15	Accounts Payable—Trade Creditors.....	3,685	72						
16	Accounts Payable—Others.....	485	00						
17	Accrued Interest Payable.....	19	23						
18	Accrued Salaries and Wages.....	82	00						
19	Accrued Taxes.....	7	75						
	Total current liabilities.....					6,390	20		
21	Mortgages Payable (warehouse).....					1,250	00		
	Total liabilities.....					7,640	20		
22	Proprietor's Capital Account.....					7,850	24		
	Total liabilities and capital.....							15,490	44

Form C.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—142-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1021. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$1.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXX.

TORONTO, SEPTEMBER 8, 1916

No. 36

EDITORIAL BRIEFS

DUCK hunting opened on September 1st. Last call before September 16th!

* * *

THE ONLY necessity of every-day life that seems to be going down in price is the motor car.

* * *

THE WHOLE continent heaved a sigh of relief when the railway strike danger mark was passed.

* * *

COAL is raised half a dollar a ton. Editorial writers please note; you can't blame this latest rise in the cost of living on the grocer.

* * *

HENRY FORD thinks he can cut the working day in his plant to six hours and still make things go. And yet there are lots of merchants who still think it necessary to work sixteen.

* * *

CONSTANTINE is, in the phrase of the adage, between the devil and the deep sea. On one side is the people clamoring for war. On the other his wife urging neutrality. Which is the deep sea?

* * *

FIRE regulation in Northern Ontario may, following the recent disaster, be referred to as a case of locking the stable after the steed has been stolen—but such a course is a wise one if there are other horses to guard.

* * *

SALMON WILL BE DEAR

FROM the Pacific comes repeated news that the salmon pack is far below that of last year, and that higher prices are more or less inevitable. A reliable authority contends that the 1916 season on the Columbia River has been very disappointing, and

that since May 1st, the commencement of the season, none of the canneries have worked more than half time. Packers, too, advise that their output for the season to date is only 40 per cent. of what it was last year at the same period. This season's pack of Chinook, it is reported, will not be 60 per cent. of 1914. That year's pack was 290,000 cases. If this year's is to be only 60 per cent. of this, it will only aggregate 175,000 cases. This falls immeasurably short of usual packs. Last year, for instance, over 400,000 cases were packed. This situation has naturally raised the value of the limited Rogue River Chinook now left, 75 per cent. of which has already been sold. The balance will be very quickly cleared out. Some buyers who usually take favorite brands of Columbia River Chinook have been buying Rogue River Chinook. It looks as though high prices for salmon will be assured. Announcement will probably be made on the point within a week or two.

SURELY NOT GROCERS

COMPLAINTS continue to be made by the public, and will doubtless so continue, against the unsavory way in which fruits are displayed. The Galt Reporter adds its condemnation on the matter. It says:

"There are in Galt places where fruits and candies are handled and displayed under shocking and disgusting conditions, the vendors having no quarrel whatever with the swarms of flies in and around and on the fruits or candies that are displayed for sale."

The Galt Reporter would go one better if instead of generalizing it came down to cases, or at least to trades. This statement is ambiguous. CANADIAN GROCER has had occasion, to take up before the mat-

ter of the way in which goods are kept, both outside the store and inside.

Generally speaking, the grocery trade, as such, is singularly free from instances of stores which do not keep their goods sweet and clean, not to say free from possibility of harmful disease. This matter is one perennially to watch. So much harm to prestige may be done by having a store untidy and unprotected from germs even for a day or two only. The tradesman can only be a watch for disease through this channel by keeping on safeguarding his food-stuffs in every possible way. Surely the tradesmen against whom the *Galt Reporter* takes up the cudgels were not grocers. By the use of netting wherever necessary; by constant campaigning against flies by fly destroyers; above all, by everyone in the store combining to keep things sweet and clean, can goods be not only appealing but also safe.

ROUMANIA AND FOOD SUPPLIES

ENTERING the war was a move which Roumania had expected for a considerable time. This is evidenced by the careful and systematic way in which the authorities have been husbanding food and other resources. It now appears that in early June the Minister of Interior sent to prefects of departments and mayors of communities the following circular:

In view of the fact that during summer the consumption of meat is not as frequent, and that on the other hand fresh vegetables are to be found in abundance at this time of the year and constitute a nutriment which can very well replace meat, the Minister of Interior, upon the advice of the Central Commission for Food Supplies, has decided that the number of days on which no meat is to be consumed will be three per week, and not two as heretofore. We, therefore, beg you to take the necessary measures in order to prevent the sale and consumption of meat on Mondays, Wednesdays, and Fridays, and consequently not to allow the slaughtering of cattle in abattoirs on the eve of these days. You will see that the measures are applied in restaurants and railway stations as well as in all health resorts. For certain invalids an exception can be made in order to permit them to consume poultry.

One cannot but be struck by the serious purpose displayed by this, one of the smaller nations of Europe, alike in a move of this kind and in the way in which, according to reports, the army has already made an impression. Roumania, for some time past, has evidently been accustoming itself not only to the possibility but also to the probability of war. When that comes, by virtue of conservation methods beforehand, the economy in food which would probably be necessitated by a state of war is not something new sprung on the country, but is a condition to which the people are accustomed.

THE PAPER SHORTAGE AND THE PUBLIC

THE publishing industry in Canada is facing a serious crisis. Since the first of the present year there has been a growing scarcity of paper and a corresponding advance all along the line in prices. The publisher is literally at his wit's end to know what to do.

Since January 1 there has been a rapid and continuous advance in paper prices. During that period the best grades of paper, white coated, have gone up fifty per cent. A medium grade of coated which cost 6 cents a pound before cannot now be bought for less than 9 cents; and the mills are dodging orders at any price. Super-calendar paper which formerly sold at \$4.35 to \$4.50 is now quoted anywhere from \$7.00 to \$8.25. Newsprint—the rough surfaced paper on which newspapers are printed—has advanced nearly fifty per cent. Many of the best grades of paper have been taken off the market entirely, the manufacturers finding it impossible to keep up the quality. There is, in fact, a very general depreciation in paper quality despite the staggering jump in the prices. And, despite the sky-high price levels, the manufacturers are compelled to refuse business or to defer shipments for long periods.

This condition is operating in two directions in its bearing on the publishing business. It is forcing publishers to economize on paper in every conceivable way. They are finding it necessary to reduce the number of pages printed. Lavish supplements, filled with special features of no particular value, are becoming a thing of the past. "Extras" are put out only when the news really warrants it. Newspapers, magazines, class papers, are all concentrating on the important problem of printing the really essential matter in the least space and eliminating all non-essentials. In this one respect, the paper shortage is going to prove a blessing in disguise. Publishers are also examining their lists closely, cutting off exchanges and "dead heads" and doing everything in their power to economize in that way. In these days of scarcity only the man who wants a paper sufficiently to pay for it promptly should get his copy.

The situation is reacting in another direction. It is forcing publishers to raise their subscription rates. Many newspapers and class publications have already done so. And it seems to be the only solution for a situation which now threatens many a publisher with ruin. Subscription rates in Canada had been hammered down to a minimum by strenuous competition and it is impossible for publishers to continue to supply their product at such low prices in the face of the sudden advance of paper costs.

The reader should bear these facts in mind. If he is inclined to complain when his favorite periodical comes to him a little thinner and his renewal notice quotes a higher figure, let him pause to consider that it is only by such measures that the publisher is able to continue to send him the paper at all.

The Hamilton Grocers' Hump

THE 1916 "Hump" of the Hamilton Grocers' Association—the 27th annual outing—was voted by every participant the best yet. Last Wednesday at two o'clock the crowd boarded special cars headed for Dundas. They were met there by more grocers, and the whole string—something over a hundred—waked up the inhabitants at Dundas to the realization of a grocers' invasion. The Zepps had nothing on the Hamilton grocers for spectacular display, not to say noise! Headed by a band and singing to the music it discoursed, the grocers paraded to Dundas Park.

W. J. Mellen, Hartley Burns and Bert Burns came down to bring greetings from the Brantford Retail Grocers' Association. Allan Studholme, John Allan and T. J. Steward, provincial parliamentarians, were on hand, and so was Controller W. H. Cooper.

In the capable hands of John Knox, the day's sports went off splendidly. The two baseball games are warranted the wildest ever seen in Ontario. Mike Cummings was skipper of "The Humps," who lost to "The Campbells" (C. Jamieson, Capt.), by 18 to 17. Capt. Mike Cummings had the most peculiar twist in his pitching ever seen in First League circles. Jamieson's bunch punished Mike badly, however, though what Cummings' merry lads did to Reed's pitching is a crime. Gus Ante was nearly mobbed over this result. He's going to quit umpiring right away.

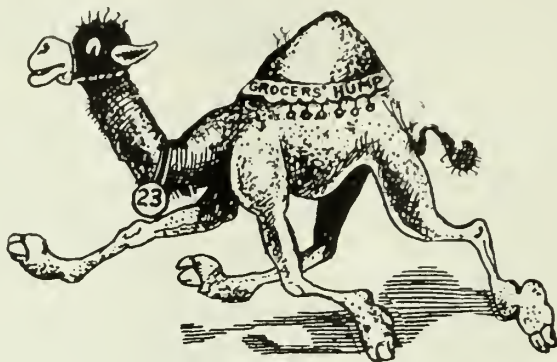
The "East Ends" also played the "West Ends," the latter winning 16 to 10. Whether John Brown, the scorer, or "Bay" Hill, the umpire, was the man to be mobbed in this case is a thing which the "East Ends" have got to think out when there is no excitement, at future meetings of the R. G. A.

The four ball teams were:—

West Ends—Cautain, John Knox, 1b.; Billy Smith, ss.; V. Bard, 2b.; Jack Matheson, rf.; Roy Blaize, cf.; Geirge Blaize, c.; Jack Forth, 3b.; Ross Vanevery, lf.; C. Sanderson, cf.

East Side—Captain, J. M. Semmons, 3b.; H. Burns, c.; Ed. Hilton, 1b.; Maurice Cummings, p.; Dave Little, 2b.; E. H. Blaize, ss.; A. McLaughlin, cf.; W. Sanderson, rf.; George Bickell, lf.

The Humps—Captain, Mike Cummings, p.; Walter Cann, ss.; Geo. Fuller, 2b.; Fred White, lf.; Jack Williamson, 1b.; Jim Dale, rf.; J. Venator, cf.; George Cann, 3b.; Frank Kane, c.



The Campbells—Captain, C. Jamieson, 3b.; F. Dunsmore, lf.; Charles Watt, rf.; M. Sullivan, 2b.; W. Sneath, ss.; Harry Young, lf.; G. H. Moyer, 1b.; D. Reed, p. Umpire, Ben Braack; scorer, Ed. Hazel.

There were numerous other events gotten up and carried through by capable John Knox. Results for these were as follows:—

Shoe race—Braack, F. White, E. Barnes.

Three-legged race—Reed and Donahue, Burns and Watt, Brown and Semmens.

Mysterious boxing match—Watt.

Donkey cart race—Braack and Barnes, Burns and Watt, Reed and Donahue.

Sack race—E. Jamieson, F. White, Watt.

Juggling apple race—Reed, Sneath, Jamieson.

Pillow slugging race—Sullivan, Watt, Young.

Pick-a-back race—Carter and Keough, Main and Cann, Sullivan and Sneath.

Throwing ball in barrel—Watt, Moyer, Cardy.

It would be difficult to say who had the most fun in these events—the participants or the onlookers. William Smye was in charge of the refreshment committee and certainly made the "inner man" happy for the day.

The success of the outing from the point of view of all arrangements for the journey, was due to Joseph Kirkpatrick, chairman of the transportation committee. Jake Ellsworth, Jack Cummings and A. E. Pretty—the first on the refreshment committee of the "Hump" since 1884—were also Trojans in the service of making everybody comfortable.

After supper had been served and everybody equipped with a cigar, Chairman James Lawrie, Allan Studholme, M.P.P.; John Allan, and W. J. Mellen spoke briefly and displayed an ingenuity in story-telling that was remarkable. The prizes were donated, and after some

music from the "Rube's" band, the party left for home on the 9.15 car.

By the Way

"Bay" Hill as a band conductor puts Sousa in the shade.

John Knox is a great ball player. He was displaced again and again, but begged Maurice Cummings to "pitch him another," so that he could have one smite before he left the plate.

John Kirkpatrick, though retired from his business for ten years, is always "there" at the "Hump." It wouldn't be a Hump without him.

William Smye did his durndest to start a scrap between the "Humps" and the "Campbells." What he thought of Mike Cummings' pitching was a crime!

The "Rube" band was some band. Also some rubes!

Allan Studholme throws the ball into the barrel with the same determination that makes him respected at Queen's Park. His attendance was greatly appreciated.



FIRE IN PHILADELPHIA

Damage amounting to more than \$100,000 was done recently by a factory fire in the vicinity of 3rd and Buttonwood sts., Philadelphia.

The flames demolished the five-storey brick factory of John Diamond, a manufacturer of polishes and ink, 458 N. 3d st., wrecked the plant of Brodsky Brothers, hide tanners, 460-62-64 N. 3d st., and played havoc with the plant of William Arner, a glazed kid manufacturer, 454-56 N. 3d st.

An untenanted building, 464 N. 3d st., owned by Philip Barth, was badly damaged, and damage also was done to Barth's saloon at 465 N. 3d st., and to dwellings at 310-12-14 Noble st.

The fire was discovered at 5.20 o'clock. From then on to 9 the blaze burned fiercely. The property of Mr. Diamond is covered by insurance.



CHANGE OF NAME

Betts and Co., of London, England, foil factories, have changed their name. They are now Bett's British Foil Factories, Ltd. The reason, in the phrase of the firm itself is to more effectively deal with and extend the Foil Manufacturing Branch of our business and so secure to this country the benefit of trade which prior to the War was almost exclusively in the hands of German & Austrian makers.



A GOOD RECOMMENDATION

Here is a letter of recommendation given by a grocer to a former employee: "Whomsoever is de boss:

Dear Sir:

"Dis is to testify dot Hans Snyder worked for me von week. Ven he left I vas perfectly satisfied."



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec

A traveller for the Dominion Tobacco Co. of Montreal named Tremblay was instantly killed at Dunstan, August 31. Owing to the thick fog he did not see the approaching train, which struck the automobile he was driving.

Letters Patent have been issued to the Franco-Canadian Cannery Corporation. The capital of the company is to be \$1,000, divided into 1,000 shares of \$100 each. The provisional directors of the company are to be Donald S. Linden, Harold G. Meir, and Garnet Archibald.

Captain Alexander Rough died on Aug. 26 at the Western Hospital in Montreal. Captain Rough was 56 years of age, a member of the Dominion Commercial Travellers Association and for many years in business on St. Catherine St. in Montreal where he had resided for 50 years.

Maritime Provinces

St. John has returned to Atlantic standard time, the change becoming effective at midnight, Sunday, September 3, instead of at the end of the month, as at first planned. The plan has been found universally satisfactory, but the shorter days made the reversion to standard time again desirable.

A big rally of retail and wholesale merchants, under the auspices of the Retail Merchants' Association of New Brunswick is to be held in St. John, on September 19 and 20. It is expected that the chief speaker will be Hon. George E. Foster, Minister of Trade and Commerce. Arrangements are being made for an informal exhibition of New Brunswick manufactures in connection with the convention, for the benefit of the business men in attendance. It is expected that the gathering will be the largest assembly of provincial merchants ever held in New Brunswick.

St. John is struggling with a "milk war" between the local dealers and dairymen in King's County, from where a large part of the city's supply comes. While contradictory statements make the situation still far from clear, the fact remains that the producers are asking 40 cents for an eight-quart can, delivered on the train, all the year round, instead of 30 cents in summer and 35 cents in winter. In consequence, the dealers threatened to increase the price to customers from 8 to 10 cents a quart. When the citizens protested, the dealers attempted to fight the farmers, with the

result that many of the latter have stopped shipping milk since September 1. The supply coming to the city has been greatly reduced, with consequent shortage. The outcome is not yet certain.

Ontario

Clifford Sanborn, a London grocer, was married recently.

F. S. Hurlburt, Toronto, has sold his grocery business to Wilson.

The Sanitary Dairy, Ltd., of St. Catharines, have obtained a charter.

F. Crossly is opening a grocery store at 152 Adelaide Street South, London, Ont.

Mrs. L. Barnard has opened a new grocery store at 216 Wharncliffe Road, London, Ont.

H. E. Doughty, of Windsor, is advertising his bakery and confectionery business for sale.

J. F. Pegg has purchased the grocery and confectionery business of E. P. Ridley, Blenheim, Ont.

George Gibson, Kingston, has sold his grocery business to the Army and Navy Association of Canada.

Miss Ellwood is opening a grocery store at the corner of Simcoe and Colborne Streets, London, Ont.

Cappa & Nethercott, grocers, Water Street, St. Mary's, Ont., have dissolved partnership. Mr. Cappa is continuing.

O. S. Matchett, of Goheen & Matchett, grocers, Peterborough, Ont., was in Toronto during the week attending the Canadian National.

As a result of a series of meetings between the wholesale and retail milk dealers of Hamilton, the price of milk will be 9 cents on and after September 1.

Some of the merchants of St. Mary's are in favor of closing the shops at 9.30 Saturday night. This would be an advantage to the tired clerks and delivery boys, and enable the out-of-town shoppers to be in their beds at a respectable hour.

Hamilton, Ont.—The local members of the Amalgamated Clothing Workers of America held a meeting in the Sons of England Hall, September 1. The purpose of the meeting was to determine the advisability of asking for a general increase of 10 per cent. in wages and time and a half for overtime.

Jas. L. Vance, one of Ingersoll's best known citizens, and for the last ten years superintendent of the Noxon Manufacturing Co., passed away at his

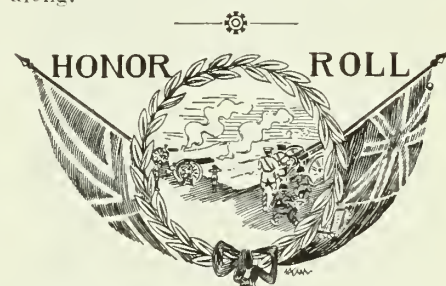
residence following an illness of three years' duration. He was also widely known as a poultryman, and was a member of the executive of the Ingersoll Poultry Association.

Western Canada

F. G. Crawford, formerly with Gaults, Ltd., Winnipeg, has bought the business of the Chesholm Checkley Co., general merchants, Innisfail, Alta.

J. D. Macfarlane, general manager of the Western Canada Flour Mills, left Winnipeg last week on a trip West. He will visit Toronto, Montreal and New York.

The employees of the British Columbia Sugar Refinery Co., Vancouver, held their first annual picnic to Bowen Island. About 500 people in all went along.



Lieut. John Galt, the only son of John Galt of the Blue Ribbon Tea Company, has died of wounds, received in an action early in September, according to notification just received by his parents. He was mentioned as wounded and missing on December 9 and the report forwarded here declares that he died of his injuries while a prisoner in Germany. The young man left Winnipeg with the Lord Strathcona Horse. Lieut. Galt, was given a proper burial, while over his remains was placed a cross bearing the words:

"Here rests an English officer."

Pte. Herbert Hill, who was recently wounded in the legs and right arm, has written to friends in Toronto, from Mile End Military Hospital, London, England, telling how he received his wound. He was wounded at midnight by a bomb from trench mortar after being only a week in the trenches. He says he is not seriously injured, and that he will soon return to the trenches. Pte. Hill went overseas with the 81st Battalion, and was drafted to one of the second contingent units. Before enlistment he was employed in Cowan's Chocolate factory.



THROUGH OTHER SPECTACLES



"PERFECT SYSTEM" FOR ORDERS.

(From New York Journal of Commerce.)

Secretary H. F. Thunhorst, of the American Specialty Manufacturers' Association, who has been conducting the checking-up system of the members, in the hope of ascertaining the cause for unfilled orders turned in by specialty salesmen to the jobbers, has reached a general conclusion that most of it arises from a lack of system and in clerical carelessness in the jobbing house.

To the end of meeting that solution he and his co-workers have devised what they call the "Perfect System" of handling specialty orders and are issuing it to the jobbing trade with a letter and "seven reasons" why the plan would be adopted. The "Perfect System" is substantially as follows:

1st. Treat American Specialty Manufacturers' Association specialty orders in the same manner that you treat your own orders.

(a) Immediately make out a separate house order for every accepted American Specialty Manufacturers' Association order, stamping same "specialty order."

This means that jobber's salesmen will have nothing to do with the filling of the order, and that specialty orders will not be held up to be added to the next regular order, which often causes delay, misplacing or loss of order.

(b) Register the order.

(c) Send order to the shipping department with instructions that—if in city to deliver on first delivery in neighborhood, irrespective of any regular order—if in country and order is not large enough to ship alone, to ship with next order.

2d. Do not hold up any American Specialty Manufacturers' Association specialty orders for credit reasons. If you cannot ship promptly do not accept the order.

3d. If retailer refuses delivery, notify our members or write this office, giving all particulars.

Jobbers adopting the system outlined will have a cleaner stock and less tag-ends at inventory time.

* * *

ENCOURAGING THE CLERK.

It is said that Isaac Gimbel, of Gimbel Bros., the big New York merchants, does thousands of dollars' worth of good in stimulating his clerks, by the way he goes up to his employes, shakes them by the hand, and congratulates them on any good work they have done. He realizes that appreciation of good work is a most important factor in stimulating clerks and arousing them to further effort.

Many other merchants would do well to remember that clerks are only human, and to the one who is really interested in his work, the salary he draws at the end of each week is not the only thing that counts. He likes, also, to know that he is really doing something, that his efforts are counting for something, and that they are appreciated.

When a clerk puts a good deal of thought and work into the arrangement of a particularly fine display and the boss neither comments on it nor appears to notice it, there is little inducement to put his best effort into similar work again. He gets the idea that the boss doesn't care and he gets that "Don't care" feeling too. On the other hand, if the boss had given a hint of his appreciation, the clerk would have been stimulated to keep up the good work.

We don't mean to say that every time a clerk does good work—work that he is being

paid to do—that the boss should call him into the office, shake him by the hand, and pour forth an effusion of appreciative words decorated with many adjectives upon him, but he can easily make some comment on the work to show the clerk that his efforts have not gone unnoticed or unappreciated.

* * *

THINK WELL OF PACKAGE GOODS NOW.

(From the "Grocery World.")

The Housewives' League of New York has made a peculiar turnabout in its attitude toward package and trade-marked goods. In the beginning the League was against package goods because they increase the retail cost, publishing at the same time some comparisons which the League made between the cost of a quantity of a given product when packed in packages and its cost when sold in bulk. Of course the comparison showed bulk goods to be much the cheaper, and the League made a very spirited argument that right here was the solution of the high cost of living. To-day nobody is more heartily in favor of package goods than the Housewives' League. The explanation of the president, Mrs. Julian Heath, is as follows: "We wanted to know how goods were made, under what conditions what we eat is produced, and where, and this cannot be done unless we know where the articles come from and who makes them," which is equivalent to saying that while it is true that package goods cost more than bulk, the difference in price can be considered well spent for the identification which package goods carry with them.

* * *

THE COST OF FOODSTUFFS.

(From the Quebec Telegraph.)

The Department of Trade and Commerce at Ottawa has issued a circular inviting the Canadian press to co-operate with the Government in calling the attention of the country's business interests to the situation with which we will be faced commercially at the termination of the war and to the necessity of the study and discussion of the problems involved, with a view to the holding of the coming national trade convention to be held at some date yet to be fixed, probably in the latter part of October.

We cordially accept this invitation and will be glad to do all in our power to help on the good work. As the circular we have received well says, "heretofore, as we all know, our prosperity has been handed to us. Yesterday it was capital from Europe for our construction enterprises; to-day it is money for war orders; to-morrow we shall have to stand on our own feet and dig for ourselves among the nations of the world. That is the issue."

However, we would remind the Government that there will be little of our prosperity left, except in a few favored hands, and the masses of our people will be less able to stand on their feet and dig for themselves, as well as to bear the heavy burdens of the war, after it is over, if it continues to turn a deaf ear to the persistent remonstrances of the press, whose assistance it now invokes, against the excessive cost of living and the constantly rising prices of foodstuffs, which in most cases is altogether without justification and which is telling so heavily upon all, but especially on our working classes. It has persistently refused to do anything to check or regulate these prices, although it is well known to it that in many instances they are the work of unlawful trade combines and

speculation aimed at exploiting and fleecing the many and especially the poor for the benefit of the few and the wealthy.

* * *

SUMMER SLUMPS.

(From "System.")

It is an interesting and increasingly popular pastime to consider the reasons why business should be poor in summer, and to see how far they can be discounted. Like other games, the harder you play it, the more you enjoy it. You take the reasons one at a time. For example:

(1) People don't like to move about unnecessarily in warm weather.

Yet it's the time when they go to the greatest inconveniences of travel, when they even ride on the street cars for the fun of it, and when they play most golf and tennis.

(2) But they don't like to go shopping.

Just let the management and employees of a store think it's too hot to do much shopping, and that is the impression people will get when they come into the store. But a flank movement on this thought, with some vigorous summer sales ideas, fans, good ventilation, ice water, light dresses for the saleswomen, white suits for the men, and so on, will rout it and draw people to the store. For, after all, people must be somewhere in hot weather, and they naturally go where things are most inviting.

(3) People are making less money in summer. Some, perhaps, and among them the dealers who complain of poor summer trade. They should like this game. There are, of course, larger classes of people of whom the allegation is not true.

(4) So many people go away for the summer.

* * *

ADVANTAGES IN GENERAL DELIVERY

(By Consul Fred C. Slater, Sarnia, Ontario, July 18.)

Among merchants in Ontario there has been a growing tendency during recent years to favor the general delivery system in filling orders for their customers. This method of delivering goods seems to have strong advantages, and is particularly applicable to smaller cities and towns. One firm makes deliveries for all the grocers and many other merchants of a town. From two to four trips a day are made, with an additional one on Saturdays and days preceding holidays. In Sarnia the wagons gather up packages and take them to a central building, where they are sorted according to districts and each wagon sent to a particular district. The method employed is similar in principle to the city mall delivery.

In Line With Modern Methods of Eliminating Waste.

This practice eliminates the expense of maintaining separate horses and wagons for individual merchants. The development is in line with modern methods for the elimination of waste. One merchant stated recently that where the average merchant paid \$20 a week to the general delivery it would cost twice that amount to maintain a separate delivery. Another advantage was that the general delivery was more satisfactory and systematically covered the whole city. So far as known, it has also given satisfaction to the public. It has induced housewives to send in their orders with greater regularity, knowing that they must be given by a certain time to be filled by a certain delivery.

All Market Prices are Holding Firm

Flour Will Likely Hold at Present High Level—Sugar Market is Weak—Vegetables Are in Poor Supply, and Crops in Most Fruits Are Below the Normal.

Office of Publication, Toronto, September 8, 1916.

GROCERY markets in all lines have held steady during the week with advances recorded in a number of lines. Flour prices are watched keenly at the present time. There is no indication of a slump in the wheat market and until there are substantial declines in the grain, flour will hold at the present high levels. Sugar is a weak market. From present indications it would be reasonable to assume cheaper prices for refined sugar in the near future. Merchants stocked fairly heavy on the recent advances and the mills are now busy with large flour orders. All mill feeds have had a good run with firm prices.

Cooked meats are slightly easier in price, due to the lower prices for dressed and live hogs. Butter prices hold firm with the quality improving. Eggs advanced two cents during the week with insufficient supplies reaching the distributing points. High prices are looked for during the coming winter, although a famine is considered out of the question. Cheese prices have been firm and advancing. Honey is not reaching the commission men in any large quantities as yet, producers are holding off for higher prices.

Peaches, pears and plums are reaching the markets in fairly good quantities. It is expected the crop in these lines will be under normal. Vegetables are in poor supply. Tomatoes have been the most plentiful with prices easier.

Quebec Markets

Montreal, Sept. 7.—Flour, butter, eggs and cheese are the markets mostly in the limelight these days. It has been nothing but a succession of advancing prices, with all the prospects of further higher levels. In fact, old-time customary prices have been left far behind. Luckily these markets have not advanced regularly side by side. This week it is again eggs; last week it was flour, and butter as well. Which will be the next one—cheese? Despite it all, however, trade all the way round keeps level with the markets, showing that buyers are well able to keep pace with the increased prices, despite natural grumblings to the contrary. Collections are reported to be better in most districts, and it is evident that money is circulating freely enough to pay for the necessities of life, and also for a few luxuries. Flour is unchanged, despite all the excitement in grain. Sugar has likewise remained calm and unbroken, despite the nervousness of the raw market. Some changes are reported in the fish market, but only changes to be expected at this time of the year. It is interesting to note that the value of the fish production for Canada up to the summer was \$31,000,000, the industry employing over one hundred thousand people. The value of the ves-

sels engaged in gathering and transferring the catch to the market was over \$25,000,000. It looks as if the dietary value of fish was slowly but surely coming to its own.

Fresh vegetables have shown seasonable activity, with prices fairly well maintained, with the exception of melons and tomatoes, which are not in the fullness of their supply. Prices have advanced 1c to 2c in all lines of prunes. Stocks are light and the new crop will not be ready until November. Dried apricots have gone up a cent, also evaporated peaches. Loose Muscatels have advanced ½c. Feed flour is up \$1 and chop barley up \$2. On the other hand, canned peas have dropped 5c. Paper bags have followed wrapping paper and twine, and have advanced, the discount being 20 per cent. instead of 30.

SUGAR.—The raw sugar market is in a nervous state, and prices have fluctuated like a barometer in an approaching storm—maybe a storm is about to break. There is no doubt that the market is not in a sound condition. It is highly speculative with holders and refiners having a mighty tug-of-war as to who can pull the other over. "You must have our sugar, and at our price," says the one side. "We don't want your sugar at your price, we have plenty to go on with," says the other, and there the matter rests. As a result of the trading in the raw market the price at the time of writing was 1 to 3 points

advance; but it was not due to solid buying, but spasmodic speculative efforts. The opinion is growing that the refiners hold the whip hand, and that they will break the market. Quotations locally are firm, with an improvement noted in local buying, due to the preserving season now being in full swing. Stocks in merchants' hands not being heavy, activity by the purchasing public is at once noted, as orders on refiners suddenly jump. Probably the 20-lb. bags have developed the best strength, but this is not unusual at this time of the year. Country demand compares well with the city, and seems to show who holds the money these days.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	7 80	
20 lb. bags	7 90	
2 and 5-lb. bags	8 10	
Extra Ground Sugars—		
Barrels	8 15	
50 lb. boxes	8 35	
25 lb. boxes	8 55	
Yellow Sugars—		
No. 1, 100 lb. bags	7 40	
Dark yellow, 100 lb. bags	7 20	
Bright cogee, bbls. only, cwt.....	7 65	
Powdered Sugars—		
Barrels	7 95	
50 lb. boxes	8 15	
25 lb. boxes	8 35	
Paris Lumps—		
100 lb. boxes	8 40	
50 lb. boxes	8 50	
25 lb. boxes	8 70	
Crystal Diamonds—		
Barrels	8 40	
100 lb. boxes	8 50	
50 lb. boxes	8 60	
25 lb. boxes	8 80	
Cartons	9 45*	
Half cartons	10 15*	

*Not new prices; have been in force some time.

MOLASSES.—Local buying, probably on account of the holiday, has been brisk. Most holidays reflect upon the buying, but Labor Day this year seems to have quickened things a little more than usual. The demand locally was better both from confectioners and from grocers, while the country district fell off a little in comparison. Prices have been unchanged, with a firm tone to the market. Some doubts are expressed as to future supply, but for the time being stocks are able to meet all requirements. Jobbers are not worrying as to what will happen before the fresh crop is on the market. Syrups are unchanged with a steady call upon them, and stocks ample for all requirements.

Barbadoes Molasses—	Prices for	
	Fancy.	Choice.
Island of Montreal.		
Punchons	0 62	0 54
Barrels	0 65	0 57
Half barrels	0 67	0 59
For outside territories prices range about 3c lower.		
Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3½c; ½ bbls., 4c; ¼ bbls.....	0 04½	
Pails, 8½ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case.....	2 65	
Cases, 5 lb. tins, 1 doz. in case.....	3 00	
Cases, 10 lb. tins, ½ doz. in case.....	2 30	
Cases, 20 lb. tins, ¼ doz. in case.....	2 85	
Cane Syrups—		
Barrels, lb., 5½c; ½ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case	4 80	

DRIED FRUITS.—A fair seasonable demand is reported. The country call shows signs of quickening, due, it may be, to the very low stocks in merchants' hands, and a little nervousness as to the trend of prices in the future. Country buyers are always more apprehensive of a market than city ones, owing no doubt to the feeling that they are further away from the purchasing centres, and not able to get into such close touch with the jobber. All lines are expected to become stiffer, but that is only to be expected. Especially is this anticipated in raisins and currants. But so far there is no prospect of any real shortage. All lines of prunes have advanced from 1c to 2c as quoted below. The Oregon and California crops will not be ready before November, and stocks are low. Evaporated apricots are now 16c, an advance of 1c, while choice peaches are 9c instead of 8c. Muscatels are ½c higher. A general advance in all lines of California dried fruits is expected. New crops will not leave Greece until the end of this month, and prospects for good supply are not favorable. To show the difficulties of the shippers one cargo ship was leaving Algiers recently heavily loaded when the French Government took the vessel, lifted her cargo and made her into a transport.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09½
Apples, choice winter, 50-lb. boxes	.....	0 09
Apricots	.....	0 16
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 09
Pears, choice	.....	0 13½

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	.....	0 24
Lemon	.....	0 20
Orange	.....	0 19
Currants—		
Filiatras, fine, loose, new	.....	0 14
Filiatras, packages, new	.....	0 15
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	.....	0 10
Faris, choicest	.....	0 12½
Hallowee, loose, new	.....	0 09½
Hallowee, 1-lb. pkgs.	.....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 09½
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 11
Cal. fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 15
40 to 50, in 25-lb. boxes, faced	.....	0 12
50 to 60, in 25-lb. boxes, faced	.....	0 11
60 to 70, in 25-lb. boxes, faced	.....	0 10½
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 10
90 to 100, in 25-lb. boxes, faced	.....	0 04½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscatsels, loose, 3-crown, lb.	.....	0 09½
Muscatsels, 4-crown, lb.	.....	0 09½
Cal. seedless, 16 oz.	.....	0 12½
Fancy seeded, 16 oz. pkgs.	.....	0 11½
Choice seeded, 16 oz. pkgs.	.....	0 10½
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—The demand has been steady, but featureless. Buying apparently is for immediate needs, with little worrying over the prospect of a quick pull up before the new crop comes along in November. Interest is taken in the American market, which is in poor shape, with prices ruling high and supplies short. Apart from that,

the market is colorless, with stocks just about sufficient to meet requirements, not always on immediate call, but within a day or so. Prices are unchanged, with a very firm tone.

Beans—		
Canadian, 3-lb. pickers, per bushel	.....	6 00
Canadian, hand-picked	.....	5 90
Canadian, 5-lb. pickers	.....	5 60
Yellow eyes, per bushel	.....	5 70
Lima, per lb.	.....	0 08
Peas, white soup, per bushel	.....	3 25
Peas, split, bag 38 lbs.	.....	5 00
Barley, pot, per bag	.....	3 25
Barley, pearl, lb.	.....	0 04½

SPICES.—The general market is active at prices unchanged. In the primary markets a certain amount of liquidation is still to be seen, but it is nothing like that of the early summer in volume. Most valuations are now on a fairly staple basis, so that manufacturers know a little more clearly than they did what their approximate basic costs really are. The pepper market is marked with a steady disappearance of spot Lampong and Malabars into consumption. Very heavy purchases are reported at the Straits by Russia, Italy and France. White peppers are generally quiet and unchanged, being in more liberal supply than blacks. There is no special movement in red peppers. Nutmegs are a shade firmer. Stocks have been steadily dwindling away, and the assortment is much narrower than it was.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	..... 0 16	..... 0 09	..... 0 23
Cassia	..... 0 27	..... 0 87	..... 0 37
Cayenne pepper	..... 0 28	..... 0 90	..... 0 35
Cloves	..... 0 30-0 32	..... 0 90	..... 0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.	..... 0 25	..... 0 31	..... 0 29
Ginger, Cochín	..... 0 28	..... 1 15	..... 0 29
Ginger, Jamaica	..... 0 80	..... 0 45	..... 0 29
Mace	..... 0 45-0 45	..... 0 45	..... 0 29
Nutmegs	..... 0 35	..... 1 15-1 20	..... 0 37
Peppers, black	..... 0 22	..... 0 95-1 20	..... 0 29
Peppers, white	..... 0 18-0 22	..... 0 21	..... 0 23
Pastry spice	..... 0 21-0 23	..... 0 21	..... 0 23
Pickling spice	..... 0 21-0 23	..... 0 21	..... 0 23
Lower prices for pails, hoxes or hailers when delivery can be secured.			
Cardamon seed, per lb., bulk	.....	2 00	2 50
Caraway—			
Canadian	.....	0 13	0 20
Dutch	.....	0 20	0 22
Cinnamon, China, lb.	.....	0 14½	0 16
Mustard seed, bulk	.....	0 19	0 23
Celery seed, bulk	.....	0 36	0 45
Shredded cressant, in pails	.....	0 21	0 23
Pimento, whole	.....	12-15	

NUTS.—The market is not very active, although buying is steady for immediate needs. Reports from Jamaica regarding the cocoanut crop are not reassuring, the hurricane of last month having blown down a great number of nuts, although the loss in growing trees is not expected to be more than 2 per cent. This will tend probably to firm prices, although reports from other crop centres are on the whole good. Grenobles are firm at last week's advance, with a good average buying. Almonds continue very firm, and further advances are expected. In fact, all nut lines are on the bullish side, and it looks as if the market is in for a period of much higher quotations, lasting now on until the Christmas buying is over.

Almonds, Tara, new	.....	0 19	0 20
Grenobles	.....	0 18	0 19
Marbotts	.....	0 13½	0 14
Shelled walnuts, new, per lb.	.....	0 36	0 37
Shelled almonds, 28-lb. boxes, per lb.	.....	0 40	0 42
Sicily filberts	.....	0 18	0 19

Filberts, shelled	.....	0 19	0 35
Pecans, large	.....	0 15	0 20
Brazils, new	.....	0 15	0 16
Peanuts, American, roasted	.....	0 09	0 12½

COFFEE.—Nothing of very great moment has occurred in the coffee market. The demand is normal, with stock at present sufficient to meet all calls. The primary markets all report a falling off in supplies. Stocks in New York are less heavy than is usually the case, while receipts also have fallen off. Crop prospects generally are reported as fair. On the whole, the market is firm, with a prospect of higher prices on the usual heavier demand in the fall. No price changes are reported, but a bullish tone to Rio.

Coffee, Roasted—		
Bogotas, lb.	.....	0 27
Jamaica, lb.	.....	0 22
Java, lb.	.....	0 33
Maracaibo, lb.	.....	0 22
Mexican, lb.	.....	0 27
Mocha, lb.	.....	0 33
Rio, lb.	.....	0 18½
Santos, lb.	.....	0 21
Chicoory, lb.	.....	0 12

TEA.—The market continues dull, with a fair amount of buying for immediate needs. Reports from London do not at present foreshadow any remarkable change in market conditions. Shipments from India are mostly of high-grade quality, and command a ready sale. Prices locally are unchanged in the best grades, although shading is noticed in inferior qualities.

RICE AND TAPIOCA.—The market continues on the dull side, although merchants expect the demand to improve shortly, as stocks are slight, and the fall usually shows more activity in all lines. No price changes are reported. Inquiries are showing up a little stronger for future delivery, and it looks as if buyers were commencing to feel out the market.

CANNED GOODS.—The demand generally is fair, but it is evident that buyers are holding off until the new prices are fully developed, and a general survey of the whole situation can be taken. It is evident that when buying does come in generally it will be both steady and strong, as stocks in dealers' hands are very low. Reports as to the lobster season are very much better than the salmon, although reduced prices are in no wise looked for. Salmon packs are about 15 per cent. lower than last year, but the lobster ones have not been so hit. Nova Scotia reports the catch as being about 25,000 cases greater than last year. It is the largest pack for the past five years, each province contributing to the excess. Prices have been well maintained; and the prospects for the European and American demand are so good, especially as the French have taken off their embargo, that no relief is in sight for local markets. Salmon is in fair demand at the advanced prices of: Chum at \$1, Cloverleaf at \$2.75 for talls and \$3 for flat. Corn is moving steadily at \$1.10. There has been a cut in canned garden peas. It seems that stocks have

proved heavier than anticipated, and in consequence prices have been cut 5c, making the price now \$1.15 to \$1.17½ standard. Can tomatoes are going well, despite the good supply in the fresh fruit.

Ontario Markets

Toronto, September 7.—The week just past might be characterized as one without violent changes. It has been an interesting week from a market standpoint as some of the important commodities are in an uncertain stage as to prices. Flour remained steady at the recent advance, in a waiting mood, as it were millers watching the wheat market with keen interest. In wheat there were fluctuations within narrow limits but for the most part high prices still hold, with little prospect of a decline. It is expected they will remain pretty much in a stationary status until the actual wheat crop is known. Sugar holds at recent prices although the market is very weak and declines are not improbable. Consumption does not improve any and there is a wide difference between the price of raws and the price of refined which sooner or later must be adjusted. With low-priced raws on the market the natural inference is that adjusting must come by way of the refined article.

Peaches reached the market in good quantities during the week. Prices in these have been lower. There is not expected to be a full crop. Plums and pears are coming along in better quantities. Ontario potatoes reaching the market are so small in size that they can scarcely be graced with the name of potatoes. Cooks meats are slightly easier in price.

SUGAR.—The market during the week continued in a weak condition. Declines were not recorded but are not improbable in the near future. Some of the best authorities on the sugar situation look for an adjustment in the price of refined sugar but assert it is not likely to take place until the refiners are able to ascertain at what price the raw sugar market will settle to a permanent basis. The disturbed labor conditions have also had some effect on the refined market. The lowest price quoted for granulated sugar in New York is \$7.00 per hundred. This is a difference of 2.22c above raw sugars when the net selling basis of 2 per cent. off is considered. Raw sugars sold at 4.64c in that city and several buyers took up quantities. At this price the raw market showed more strength over previous quotations. Later there was a re-

covery from this point and raws sold at 4.89c, at which point the difference between raws and refined was 1.97c. In the Canadian market the differential is fully a half cent above these figures at the present price of raws. However, some dear raw sugars were purchased by refiners and it will be natural for them to retain present prices as long as possible in the hope that sales will be made. The demand for sugar has been disappointing and there has been no snap to the market. Buyers are evidently anticipating lower sugar and are keeping out of the market in anticipation of these. Conditions still point toward lower sugars in the not distant future.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 86
20 lb. bags	7 96
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 76
New Brunswick refined, 100-lb. bags	7 86
Extra Ground Sugars—	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61

SPECIAL NOTICE. Error in Price Corrected

In the prices mentioned in the two-page announcement of "SNOWFLAKE" Ammonia (S. F. Lawrason & Company, London, Ont.), in last week's issue a typographical error occurred. The price of the 5c package, three dozen to the case was given at \$1.25, whereas it should have been \$1.35. S. F. Lawrason & Company assure us that their price of \$1.35 per case has not been reduced, and in view of conditions, will not be lowered. If anything, prices will be higher than previously on account of the higher costs for raw materials.

Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lumps—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—The market in molasses is quiet. Prices to-day are at high levels and at present figures are undoubtedly curtailing consumption. A bigger demand is expected to develop next month and molasses dealers are anticipating the market with considerable interest to see what effect it will actually have. Consumption in Ontario is never as great as it is in some of the Eastern sections of the Dominion.

While prices are expected to be firm it is pointed out that it is doubtful whether the trade would stand much higher levels than at the present. Prices remain unchanged.

Barrels, about 75 lbs.	0 04½
Half barrels, about 350 lbs.	0 04½
Quarter barrels, about 175 lbs.	0 04½
Cases, 2 dozen 2-lb. tins	3 00
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, 1 lb., 5¼c; ½ bbls.	0 65½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43

TEAS.—There is a firmer tendency in the tea market. Cables from London to importers in this country stated at the first of the week that Indian teas had advanced and that the common grades were firmer. The better grades of teas were quoted at a half cent to 1 cent per pound dearer. In Ceylon teas there was an advance of half a farthing during the first of the week, making an advance of three farthings in Ceylons during the past two weeks. The demand for tea has been fair with growers unwilling to sell on a cheap basis, showing that the producers consider present prices low. There is a feeling abroad that teas have seen the low levels and that a firmer tendency hence forward is not improbable.

Pekoe Souchongs	0 23	0 24
Pekoes	0 23	0 25
Orange Pekoes	0 28	
Broken Pekoes	0 30	
Broken Orange Pekoes	0 32	

These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.

COFFEE.—There is a firm feeling in the local coffee market with the possibility that prices will be advanced in the near future. At the present basis in the primary market local dealers assert prices are too low and that it would be the only logical thing to advance. The bullish influence in the market is the entry of Roumania into hostilities with the possibility of shortening the war by at least six months. As soon as peace is declared there will be big demands from the enemy countries. Normally they are heavy consumers of coffee but during the war have been unable to get any stocks whatever. Their stocks will be depleted. Already there have been large holdings bought for retention in New York against the time when shipment will be possible to the Teutonic countries. During the week there has been an advance of 1c per pound in Santos and dealers have under consideration a general advance all along the coffee line.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.		0 25
Java, lb.	0 33	0 38
Maracaibo, lb.	0 25	0 27
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.		0 24

Santos, lb.	0 22	6 24
Chicoory, lb.	0 13	0 15

SPICES.—There has been a sensational advance of 8c per pound in the price of caraway seed during the week in the primary markets. This has been brought about by the rumors of a heavy export tax being placed on the seed by the Dutch Government. In anticipation of this a speculative element was in the market and caused the prices to go up. In the local market it advanced 3c per pound, from 28c to 31c. The demand for all spices continues fair with prices holding firm.

	Pure, lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 50
Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	0 30
Nutmegs	0 40
Pastry	0 30
Pickling spice	0 22
Pepper, black	0 28
Peppers, white	0 36
Nutmegs, selects, whole	0 40
Mustard seed, whole	0 28
Celery seed, whole	0 45
Coriander, whole	0 13
Caraway seed, whole	0 31
Spice, pickling, whole	0 20
Cream of tartar	0 50

DRIED FRUITS.—There has been a firmness in the prune market within the past week. Growers apparently have the upper hand and are making the packers come through with a higher price. Prices now prevailing to the producers are around 5½c per pound. This is higher than forecasts of the market at the beginning of the season gave the prices. Packers freely asserted that the prices to the growers would be under 5c. Dried peaches are expected to go higher as a result of the new prices that have been named. At the present they are almost too high to interest the Canadian trade. It would be necessary to sell them above the 10c level at present prices. Currants have advanced in the primary market a half cent per pound which has resulted in little or no buying being done. The quality is reported fair. The withdrawal of the direct steamer Cavindhu of the Robert Reford line from the Mediterranean to Montreal owing to war conditions has necessitated the shipment of the Canadian supplies by way of New York which has further added to the cost of 31c per hundred pounds. Currants would to-day cost in the neighborhood of 15c laid down in Toronto. Price quotations in dried fruits hold stationary.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Choice, 25's, faced	0 14	0 15
Extra choice, 25's, faced	0 16½	0 17½
Fancy, 25's, faced	0 17½	0 18½
Candied Peels—		
Lemon	0 18½	0 19½
Orange	0 18½	0 19½
Citron	0 25½	0 26½
Currants—		
Filiatras, per lb.	0 14½	0 15½
Patras, per lb.	0 15½	0 16½
Vostizas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Packages, 3 doz. in case	3 80	3 90
Golden dates, lb.	0 08½	

Prunes—		
30-4's, California, 55-lb. boxes	0 14	
40-60's, 25-lb. boxes	0 12	
50-60's, 25-lb. boxes	0 09½	0 10
60-70's, 50-lb. boxes	0 09½	0 10
70-80's, 50-lb. boxes	0 08½	0 09½
80-90's, 50-lb. boxes	0 08½	0 09½
90-100's, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½ cent more.		

Peaches—		
Choice, 50-lb. boxes	0 08½	0 09
Std's, 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09½	0 09½
Extra choice, 25 lbs., faced	0 10½	0 10½
Fancy, 25 lbs., faced	0 10½	0 11
Raisins—		
Valencia, Cal.	0 07½	0 09
Seeded, fancy, 1 lb. packets	0 10½	0 10½
Seedless, 12 oz. packets	0 11	0 12

RICE AND TAPIOCA.—In the primary rice market there is a hand to mouth buying in the southern United States as the trade is not inclined to stock up pending readjustment that are expected in that section. In New Orleans the crop is coming along freely, but the quality is poor, due to rain damage. The export movement of foreign rice is rather at a standstill. Locally the demand continues fair. Tapioca continues in fair demand.

Rangoon B, per 100 lbs.	4 38	4 50
Packling rice, 100 lbs.	4 50	4 75
Texas Japans, 100 lbs.	4 75	6 00
Tapioca, per lb.	0 09	0 10

CANNED GOODS.—The new prices that have been named on sockeye talls has been placed at \$2.90 per dozen in cases of four dozen. This is an increase of 15c over quotations for old stock. As there are practically none of the talls on the market to be sold it matters very little what the price is. One-half per dozen are quoted at \$1.77½. Other lines of canned goods hold firm. Dealers state that if the present condition of the corn crop throughout the country is any criterion to go by the corn pack will be practically a negligible quantity. It was planted late and has not been able to mature properly up to the present time.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases 4 doz., per doz.	2 90	
½ flats, cases 8 doz., per doz.	1 75	2 00
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	1 15	
Pinks, 1-lb. talls	1 35	
Cohoes, 1-lb. talls	2 15	
Red Springs, 1-lb. talls	2 00	
Humpback, ½-lb. tins	0 50	
Canned Vegetables—		
Tomatoes, 3's	1 45	
Peas, standards	1 25	
Early June peas	1 45	
Corn, fancy, doz.	1 20	
Corn, 2's, doz.	1 10	
Red raspberries, 2s	2 65	
Red cherries, 2s	2 45	
Strawberries, 2s	2 50	

NUTS.—New prices have been named on walnuts in the shell from France which are about 20 per cent. higher than last year. Filberts will also be fully 50 per cent. higher than last year. Grades that last year sold for \$15 will this year be quoted at \$25. Tarragonas will also be higher. The present prices have entailed the sale as retailers have put off buying, thinking there was a possibility that prices would go down. In this they missed their guess and now are taking a chance and are doing without to a large extent.

Manitoba Markets

Winnipeg, Sept. 7.—Jobbers during the past two weeks have found business rather quiet, due no doubt to the farmers being too busy to come into town and buy from the country merchant. As soon as harvesting is well under way, it is expected that busy times will revive again. Dealers have been compelled to buy flour and rolled oats during the past week, their stocks being low. It required only a small decline to bring them into the market, even at the present high quotations. What will happen to the flour market during the next two weeks depends on wheat. The entrance of Roumania into the conflict last week sent the wheat market down ten points, and flour followed soon after, although wheat recovered somewhat. A market which shows strength just now is feeds, the demand for which is very heavy in the East, and is sending prices up. Bran to-day is bringing \$22, shorts and middlings \$24, and mixed chop \$36.

The dealer will do well to watch the markets for eggs, butter and cheese. The demand for eggs and butter from Europe is heavy, due to the lack of Danish and Norwegian supplies on the London market, and there are liable to be some high prices on these commodities. Local jobbers are getting in all the eggs and butter they can lay hands on. This week No. 1 creamery is expected to bring 35c, and eggs should bring 27c. In sympathy with butter, cheese is advancing.

Dealers are going to have trouble securing supplies of salt. A well known salt company advises their local representatives that they have been trying to fill orders from retailers within six weeks of receipt, but that if present conditions do not improve they will not be able to maintain this service. Under these circumstances they advise dealers to anticipate their requirements.

It is stated that the advance in freight rates, which was announced to take place from California interior points, has been withdrawn until the end of the year. This course has been taken as a result of complaints received from people who had contracted ahead on the old freight rates.

SUGAR.—Last week-end the raw sugar market was inclined to be weak, and sales were made at lower figures than on the previous week. Sales were limited, and New York refiners did not reduce their prices on refined, indicating that they were probably not able to buy sufficient sugar at the reduced prices to warrant a reduction in refined. Locally, business continues from hand to mouth.

Sugar, Eastern—	Per cwt.
Standard granulated	in sacks 8 40

Extra ground or icing, boxes	9 25
Extra ground or icing, bbls.	8 95
Powdered, boxes	9 05
Powdered, bbls.	8 15
Hard lump (100-lb. case)	9 35
Montreal yellow, bags	8 00
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 35
Halves, 90 lbs., per cwt.	8 45
Bales, 20 lbs., per cwt.	8 45
Powdered, 50s	9 00
Powdered, 5s	9 25
Icing, barrels	9 00
Icing, 50s	9 20
Cut loaf, barrels	9 30
Cut loaf, 50s	9 50
Cut loaf, 25s	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 40
Bar sugar, bbls.	8 85
Bar sugar, boxes, 50s	8 95
Icing sugar, bbls.	9 25
Icing sugar, boxes, 50s	9 25
H. P. lumps, 100-lb. cases	9 35
H. P. lumps, 25-lb. boxes	9 55
Yellow, in bags	8 00

SYRUPS.—The market on all lines of syrups remains the same. Cane syrup is quiet. Wholesalers are well stocked with corn syrup, as most of them took a plunge three weeks ago before the advance occurred. Corn has eased off since then, but the market is still erratic, and it is hard to say what will happen. Some believe that it has about reached the limit. The molasses market is inactive.

Corn Syrup—	
2s, per case 2 doz.	3 18
5s, per case, 1 doz.	3 53
10s, per case, 1/2 doz.	3 43
2s, per case, 1/2 doz.	3 42
1/2 barrels, cwt.	5 05

B.C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, 1/2 doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, 1/2 bbls., per gal.	0 70
New Orleans	0 37
New Orleans, tins, 24 x 2 lb. case, \$2.35; 24 x 3 lb. case, \$3.15; 12 x 5 lb., \$2.75; 6 x 10 lb., \$2.65.	

DRIED FRUITS.—New prices have been named on 1916 crop of raisins, and they are higher. This was expected, as prices were guaranteed some time ago. Cables last week-end from Greece report the currant market quite a bit stiffer. It had been expected that prices might come down. It is hard to say what might happen now since the recent developments in Greece. The prune market is stiffer, and has advanced 1/2c in the past two weeks. Apricots are much firmer on account of the demand. The Peach Association recently named prices, which are higher.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07 3/4
Evaporated apples, choice, 25's	0 08 1/4
Evaporated apples, 3-lb. cartons	0 30
Pears, choice, 25's	0 12 1/2
Apricots, choice, 25's	0 14 1/2
Apricots, choice, 10's	0 15 1/2
Peaches—	
Choice, 25-lb. boxes	0 07 1/2
Choice, 10-lb. boxes	0 08 1/2
Currants—	
Filliatras, wet, fresh cleaned	0 15 1/2
1 lb. package Amalias	0 16 1/2
2 lb. package	0 33
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08 1/2
Raisins, California—	
16 oz. fancy, seeded	0 10
16 oz. choice, seeded	0 10 1/2
12 oz. fancy, seeded	0 06
12 oz. choice, seeded	0 07 1/2
Raisins, Muscatels—	
3 crown, loose, 25's	0 06 3/4
3 crown, loose, 50's	0 08 3/4
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09 3/4
Prunes—	
90 to 100, 25s	0 07 1/2
90 to 90, 25s	0 07 3/4
70 to 80, 25s	0 06 3/4
60 to 70, 25s	0 06
50 to 60, 25s	0 05 1/2
40 to 50, 25s	0 10 3/4

Peels—	
Orange, lb.	0 17 1/2
Lemon, lb.	0 18 1/2
Citron, lb.	0 21 1/2

DRIED VEGETABLES.—On account of the high prices being asked in the primary market for beans, very few are selling. Buyers are simply going along with what they have until new crop reaches the market. Peas, both split and whole, are quiet, and the demand is not expected to pick up until the cold weather.

Beans—	
Japanese white beans, bushel	5 30
California Lima Beans—	
80-lb. sacks	0 07 1/2
Barley—	
Pot, per sack, 96 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, stock, 98 lbs.	5 50
Whole peas, bushel	5 75

RICE.—The Siam market is unchanged, but the Japan market is somewhat lower, probably due to a few cargoes arriving at Vancouver.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05 1/2
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2
Siam, per lb., 100-lb. bags	0 04 1/2
Patna, per lb., 100-lb. bags	0 07 1/2
Carolina, per lb., 100-lb. bags	0 08 1/2
Sago, pearl, sacks, per lb.	0 08
Tapioca, pearl	0 08 1/2

COFFEE.—This market is very strong. Rios have recently advanced 5/8c, and Santos 1/2c.

Coffee—	
Green, choice, No. 7 Rio	0 14 1/2
Green, choice, No. 5 Rio	0 16
Green, Santos	0 18 1/2
Roasted Rio, in bulk, bbls.	0 18 1/2
Roasted Santos	0 23
Maracaibo, green	0 19
Chicory, lb., Canadian, 14-lb. tins.	0 10 1/2

SPICES.—The pepper market continues very firm. In the primary market prices are 1/2c higher than those of last week. Local pepper quotations are: Ground black, 10-lb. boxes, 27c; ground white, 37c; whole white, 29 1/2c. Ground cloves are bringing 30c to 33c.

Allspice, ground	0 11 1/2
Cassia, ground	0 19
Cream of tartar, 98% guaranteed	0 56
Cloves, whole	0 23 1/2
Cloves, ground	0 30
Ginger, Jamaica, ground	0 29
Nutmegs, ground	0 28
Pepper—	
Ground, black, 10-lb. boxes	0 27
Ground, white, 10-lb. boxes	0 37
Whole, white	0 29 1/2

TEA.—Local brokers who have recently received quotations from India and Ceylon report the tea market easier, but prices are not so low as they were a year ago at this time. There is no indication of a reduction in freights.

CANNED GOODS.—Market very stiff, and jobbers buying little. Most of them have purchased, and are waiting for the new goods to come in.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Sept. 6.—Business continues brisk in this territory, despite the effect of rains prevailing during the past week. Rumors are afloat regarding the opening prices of Ashcroft beans. From information gathered it appears that the price will be in the neighborhood of 6 1/2c f.o.b. Ashcroft. This does

not mean much decline in the price of white beans for this market. Jam sales increase, the trade running heavy for pure lines. Jobbers anticipate an advance in immediate future in starch and syrups. Flour advances on a basis of four dollars for ninety-eights. The shortage of salmon still exists, and will maintain till the 1916 pack arrives. Rolled oats are at \$3.30, and the millers are talking of an advance. Cheese is at 23c, large. Butter, No. 1, is at 25c and No. 2 at 23c. Eggs, No. 1, are selling at 22c, No. 2 at 15c. Hawaiian pineapple shipments have arrived and are quickly taken. Present indications point to high prices for canned fruit and vegetables of the 1916 pack. Japan beans are at 8 1/4. Sago is now 9c. Strawberries, \$5.10, and salmon (sockeye), \$10.50.

General—	
Beans, small white Japan, lb.	0 68 1/4
Flour, No. 1 patent, 98's	4 00
Molasses, extra fancy, gal.	0 77
Rollled oats, bail	3 30
Rollled oats, 80's	2 90
Rice, Siam, cwt.	4 50
Potatoes, local, per bush.	0 50
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	9 65
Shelled walnuts, finest halves, lb.	0 49
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 23
Butter, creamery, lb.	0 34
Butter, No. 1, dairy, lb.	0 25
Butter, No. 2 dairy, lb.	0 23
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 25 1/2
Lard, pure, 3s, per case	10 00
Eggs, new laid	9 00
Eggs, No. 1	0 22
Eggs, No. 2	0 15

Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 65
Peas, 2s, standard, case	2 65
Tomatoes, gals., case	2 50
Tomatoes, 2s	3 25
Tomatoes, 2 1/2s	3 25
Tomatoes, 3s	3 45
Apples, gals., Ontario, case	2 00
Strawberries, 2s, Ontario, case	5 10
Raspberries, 2s, Ontario, case	5 10
Salmon, finest sockeye, tails, 48-lb. cs.	10 50
Salmon, pink, tails, 48-lb. per case	4 50
Lobster, 1/2s, per doz.	3 00

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Sept. 7.—Flour dropped 15c per sack, but there is every possibility of it going higher than ever. Paper bags have advanced 10 per cent. New Australian currants are being offered at 17c per pound, with the quality good. The sockeye salmon stocks are cleaned up locally. Evaporated apples are expected to be higher. Nearly all varieties of sausages have been advanced about 1c per pound by local packers. Starches also appear to be in line for an advance.

General—	
Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	4 05
Molasses, extra fancy, gal.	0 77
Rollled oats, bail	3 00
Rollled oats, 80's	2 90
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	8 95
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 18 1/2
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 24
Butter, No. 2 dairy, lb.	0 21 1/2
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 25
Lard, pure, 3s, per case	9 90
Lard, 5s, per case	9 83
Eggs, new laid, per doz.	0 20
Eggs, case	6 75

SASKATCHEWAN MARKETS

By Wire.

Regina, Sept. 7.—Threshing is now in progress in all parts of the province. The markets during the week show numerous changes. Creamery butter is now quoted at 33c per pound, and dairy butter at 23c. Cheese is firm in price, and is selling at 22c to 22½c, while eggs are quoted at 23c. Lard, 3's, per case is quoted at an advance of 25c per case, now selling at \$10.25; 5's are selling at \$10.12; 10's at \$10.07, and 20's at \$10 per case. Flour has advanced 15c per barrel, and is selling at \$4.25. Rolled oats hold steady in price. Pork and beans are quoted at \$2.80. Canned peas are selling at \$2.81, and tomatoes at \$3.25. Sockeye salmon, 1's, are going to the trade at \$10.85, and cohoes at \$7; while humpbacks are selling at \$5.

Produce and Provisions—

Butter, creamery, per lb.	0 33
Butter, dairy, No. 1	0 23
Cheese, per lb.	0 22
Eggs, new laid	0 23
Lard, 3's, per case	10 25
Lard, 5's, per case	10 12
Lard, 10's, per case	10 07
Lard, 20's, per case	10 00
General—	
Beans, Ontario white, per bushel	4 55
Coffee, whole roasted, Rio	0 21½
Cream of tartar, lb.	0 60
Cocoanut, lb.	0 23
Flour, 98's	4 25
Rollod oats, 40s	1 47
Rollod oats, 80s	2 90
Rollod oats, bails	3 30
Rollod oats, 20s	0 76¼
Rice, per cwt.	4 35
Onions, B.C., 100 lbs.	3 40
Sugar, standard gran., per cwt.	8 74
Sugar, yellow, per cwt.	7 89
Tapioca and sago, lb.	0 08
Walnuts, shelled, 47-49c; almonds	0 42
Canned Goods—	
Apples, cal., case	1 80
Pork and beans	2 80
Corn, standard, per 2 dozen	2 40
Peas, standard, per 2 dozen	2 81
Plums, Lombard	2 40
Peaches	3 75
Raspberries, \$3.85; Strawberries	4 73
Tomatoes, standard, per case	3 25
Salmon—	
Sockeye, 1's, 4 dozen case	10 85
Sockeye, ½"	12 45
Cohoos, 1's	7 85
Humpbacks, 1's	5 00
Dried Fruits—	
Apricots, per lb.	0 15¾
Currents, lb.	0 14½
Citron peel, lb.	0 24½
Lemon peel, lb.	0 29½
Orange peel, lb.	0 21¾

NEW BRUNSWICK MARKETS

By Wire.

St. John, Sept. 7.—There has been a steady demand for grocery products throughout New Brunswick, with trade increasing as the fall season opens. The market has been steady during the week with few changes. American pork is slightly higher at \$35 to \$35.50 per barrel. Rolled oats are up, and are now selling at \$7 per barrel, an advance of 25c. The first of the new apples are now in the market, being quoted at \$4 to \$6 per barrel. The bulk of the fruit trade, however, is in imported goods, including California plums as one of the big lines, selling at \$3 to \$3.25 per crate. Peaches are quoted at \$1.75 to \$2.25 per crate, and pears in boxes at \$4.50. Tokay and Malaga grapes are in the market in abundance, the former being quoted at \$3.50 to \$4 and the latter at \$2.25 to \$2.50 per crate. Potatoes are firm at \$1.75 to \$2 per barrel, with an average crop, and prospects of a good demand.

Dressed Hogs In Quieter Demand

Plentiful Supply of Live Hogs and Easier Pork Prices Predicted Presently.

Montreal

PROVISIONS.—The somewhat easier feeling in the live hog market has not affected general pork products. It may eventually do so, however, as in the live market supplies coming forward are more than ample to meet all immediate requirements, and sales of selected lots were made at \$11.90 to \$12 weighed off cars. The demand for smoked and cured, however, livened up last week compared with the week before, probably owing to larger provision being made for the holiday demand. Stocks in dealers hands are not large, and extra arrangements for a heavier consuming call reflects at once upon the wholesaling houses. Hams are unchanged at 24c, and breakfast at 26c, although purchases have been made at 27c. Pure lard is in fair demand, but the market has been fluctuating a little, and a price change may be reported in our next issue. For the time being however, we quote 17c. The demand for dressed hogs which started off at the commencement of the week with a little flurry, fell away as buyers apparently had provided for most of their wants, but the price held generally at \$17 for abattoir fresh killed, although one or two cases of a shading of 25c were noticed.

BIG BRITISH CALL

FOR BUTTER MET

Montreal

BUTTER.—Butter remains firm at last week's advance of 1c. In fact conditions are all so in favor of an increase that it is somewhat surprising that no change was made. There has been a strong demand from both local and export buyers, many of the local orders being unusually heavy, probably owing to a desire to stock up before the market goes up again. English inquiries are heavy, and some big orders have been placed on cabled business. At the Quebec sales 2130 packages of creamery butter were sold at 34¼ to 34¾ as against 2,509 packages at 34¼ to 35c according to grade. At Cowansville prices were fully sustained at 34½, but rather surprisingly the Board at St. Hyacinthe showed a visible slackness, the highest price bid being 33c and as this was 1c per lb. lower than last week, factory-men refused to accept it, and no sales were made. The receipts locally for the week were 17,024 which show a decrease of 3149 packages, compared with the previous week. This seems to be another case of coming events casting their shadows before.

EGG PRICES UP

FOR ALL GRADES

Montreal—

EGGS.—Eggs are going skyrocketting. All grades are again advanced 1c, and the end does not seem in sight. We quote No. 2's at 27 to 28; No. 1, 31; and extras 35 to 36. There is a keen competition for supplies throughout the country while Old Country importers are very active in their inquiries. The domestic call is very heavy, which thus makes the market active with a large volume of business doing. The receipts for the week showed an increase on the previous week, being 11,126 compared with 8710, but when it is considered that the total receipts from May 1st this year show a decrease of some 3906 cases, part of the reason for the bullish market is apparent.

Eggs, case lots—

No. 2's	0 27	0 28
No. 1's .....	...	0 31
Extras	0 35	0 36

CHEESE ADVANCE

NOT MAINTAINED

Montreal

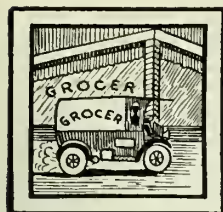
CHEESE.—Cheese market opened the week very strong, and many of the boards throughout the country advanced prices ¾ to ½c per lb. but this advance was not maintained, and prices now have fallen back to old level. Still the undertone to the situation is very firm, and while Stilton and 1915 make have not changed, the 1916 make has firmed up to the one price of 20c instead of a range of 19 to 20. Inquiries are heavy from importers, the demand being reported as very good with prices up 1s. to 2s. per cwt. A feature of the local market continues to be the importations of United States cheese, 3642 boxes being received this week as against none this time last year. The home receipts fell off, so that the U.S. stock was swallowed up, the total weights showing a falling off of 6470 boxes.

GOOD SUPPLY OF

FOWLS CUTS PRICE

Montreal

POULTRY.—A better supply in fresh fowls has cut prices 2c, and we now quote large fowls 20c per lb. This was anticipated in last week's "Grocer." Apart from that there is no change in quotations. Most lines have shown freer delivery, but the demand to provide for the holiday quickened up so, that while stocks were well able to meet with all calls there was not enough stock left over to cause any weakness in the market barring the one we have mentioned. Reports from raising districts show that supplies generally will be coming in fairly freely from now on. Turkeys are anticipated to be about the same bulk as last year. Frozen stock is well able to meet all requirements, but there is no great surplus.



FRUIT AND VEGETABLES



Fruit Responds To Good News

**Market Relieved At Railway Strike
Settlement—Bananas Suffer
In Jamaica Sale.**

Montreal—

FRUIT.—Apart from an easing off in Melons the fruit market has been fairly steady, although underneath a pretty general maintenance of prices there has been plenty of talk as to upheavels in certain lines. Most of this, of course, was based on the probability of a railroad strike, and the consequent cessation of shipments from California. In fact warnings were received from Ontario fruit districts that advantage would be taken of the stoppage of competition to increase prices. Relief therefore is felt over the settlement of the dispute, especially by those shippers who have good orders on hand for California goods. The market on Tokay grapes has opened so well, that merchants are very pleased over the settlement. Prices are shaded a little on these grapes which are now being quoted from \$3.25 to \$3.50. As we have said the Melon market has eased off again, and melons are now being quoted at \$9 to \$9.50 best quality. Crop movement is now in full swing, and shipments are being made all over the country, New York orders being well to the fore. Niagara green-gages are now being freely offered, and prices range around 33c to 40c a basket, the figure depending upon quality and size of orders. Cherries and blueberries are still in shipment, but, in small quantities. Reports from Jamaica concerning the effects of the recent hurricane there have caused perturbation among the banana handlers. Apparently all this year's crop has been destroyed, and next year's reduced 50 per cent. Quotations are still around 2.25 to 2.75, but opinions as to the future, considering this crop report, are naturally on the bullish side so far as prices are concerned. Apples are steady. A good season is anticipated in Nova Scotia apples, although the yield is nothing like the record one in 1911. It will run about 600,000 to 700,000 barrels. The outstanding feature however is the quality, the crop being free from spot and highly colored. This is in marked contrast with

last year. Nova Scotia are expected to be heavy competitors in this market with Ontarios. All the way round the demand has improved, due to a heavier call for preserving purposes.

Peaches And Pears Now In Abundance

**Heavy Shipments Reached Market First
of Week—Canadian Bradshaw
and Lombards Plums In.**

Toronto

FRUIT.—Early St. John freestone and the Mountain Rose freestone peaches reached the market in goodly quantities during the first of the week. Looking over the fruit market it seemed there was little else but peaches in sight. They could be pretty nearly termed a drug on the market. The heavy picking over Saturday, Sunday and Monday resulted in heavy shipments. In the 11-quart baskets they were quoted at 60 to 70c and in the 6-quart size from 35c to 50c. They were of fair quality. Canadian plums are coming along in better quantities. The Green Gage, Bradshaws and Lombards were quoted at 50c for the 11-quart lenos. Plums are expected to be about a half crop this year. Peaches will be fairly heavy crop. Pears are expected to be about a two-thirds average crop. The shipments of Bartlett pears reaching the market during the week were fairly heavy and the price went down from 50c to 80c for the 11-quart size to 40c to 65c. Canadian Alberta peaches are expected along in a week or ten days. The Alexanders and Triumphs are off the market. Black currants have also disappeared. Oranges have become firmer in price and have advanced in the neighborhood of 50c per case.

Apples, yellow harv't and astrach'n, 11 qt.	0 25	0 40
Duchess, barrel	2 75	3 50
Bananas, bunch	1 50	2 25
Blueberries, 11 qt.	1 50	1 75
Oranges—		
Late Valencias, case	5 00	6 00
Grapes, Cal., case	2 25	3 00
Lemons, Verdill, case	7 50	7 50
California, 420's	7 00	7 50
300's-300's	7 50	7 50
Limes, per 100	1 25	1 75
Pears, boxes	3 00	3 50
Canadian, 6-qt. bkt.	0 25	0 35
11-qt. bkt.	0 40	0 60
Peaches, Elbertas, case	1 25	1 30
Peaches, Crawford's, late	1 30	1 50
Peaches, St. John freestone, 11-qt.	0 60	0 70
Plums—		
Bradshaws, Lombards, 11-qt.	0 50	0 50
Green Gage, 11-qt.	0 50	0 60
Plums, 4 baskets	2 75	3 00
Melons, sugar, Canadian, 11-qt.	0 35	0 75
16-qt. basket	0 35	0 75
Cantaloupes	0 75	1 25
Thimbleberries, qt.	0 13	0 15

ONE OF BIGGEST WEEKS FOR TOMATO SHIPMENTS

Toronto

VEGETABLES.—The present week is expected by vegetable men to be one of the heaviest so far as tomato shipments go. Prices have been very reasonable. The 11-quart baskets sold from 25c to 35c and the 6-quart baskets from 15c to 20c. Canadian potatoes are still scarce. Only a few Ontario grown are reaching the market in 11-quart baskets. They look more like marbles than potatoes. They were quoted at 35c to 50c. Some Delaware potatoes were on the market in 90-lb sacks, quoted at \$2.35. Silver skin pickling onions were in the market in considerable quantities and sold at \$1.50 to \$2 per 11-quart basket. Corn on the cob was slightly firmer in price, being sold at 18c to 20c per dozen. Carrots by the 75-lb. bag were sold at \$1.40.

B.C. Tomatoes and Onions on Market

**Sweet Potatoes, and New Lines of
Apples Come to the Fore—
Cantaloupe Prices Drop**

Winnipeg

FRUIT AND VEGETABLES.—New lines on the market include Duchess apples, No. 1, \$5.00, and No. 2, \$4.50; B.C. tomatoes, 4 basket crates \$1, crab apples, \$1.40 to \$1.75; peaches, both Crawford and Elbertas, \$1.50 crate, and sweet potatoes, \$6 per barrel. B.C. onions are now replacing Californians, and are offering at \$3.50 for 100 lb. crates. Ontario tomatoes in 11-qt. baskets are bringing \$1. Cantaloupes are down to \$5.50 per crate, and water-melons are practically off the market.

Fresh Fruits—

Apples, Washington, box	2 00	2 50
Apples, Duchess, No. 1	5 00	5 00
Apples, Duchess, No. 2	4 50	4 50
Bananas, lb.	5 50	5 50
Cantaloupes, crate	5 50	5 50
Grapefruit, case	6 50	6 50
Grapes, California, crate	3 25	3 25
Grapes, Tokays	3 25	3 25
Valencia oranges, case	5 25	6 00
California lemons	10 00	10 00
Peaches, crate	1 35	1 50
Crab apples, box	1 40	1 75
Prunes, Italian, 4 basket	2 00	2 00
Prunes, Italian, peach boxes	1 35	1 35
Vegetables—		
Peppers, per basket	0 75	0 75
Mushrooms	0 80	0 80
Carrots, dozen bunches	0 20	0 20
B.C. potatoes, new, lb.	0 07 1/2	0 07 1/2
Garlic, per lb.	0 25	0 25
B.C. onions, 100-lb. crates	3 50	3 50
Spanish onions, crate	2 50	2 50
Tomatoes, B.C., crate, 4 baskets	1 00	1 00
Tomatoes, Ontario, 11-qt. basket	1 00	1 00



FLOUR AND CEREALS



Flour Market Remains Firm

Limited Supply and Large Demand for Feeds Keep Millers Busy and Prices Higher

Montreal

FLOUR.—Despite the continuance of the excited condition of the wheat situation both at American and Canadian centres, and the fluctuations of price, there has been no great development in flour, the tone of the market being firm. The export trade in spring wheat flour continues quiet, which millers attribute to the excited condition of the market for the raw material, and the fact that English importers were not disposed to operate freely at the present level of values, consequently the volume of business in this direction was small. The domestic trade has also been quieter as buyers in most cases have provided for their wants for the time being, but on the whole the movement has been fair, and millers say that they are very busy filling orders and making shipments. Following the big local order last week other rumors of orders over 300 cars were rumored as pending, but this may be another case of the wish being father to the thought. Local inquiries are good as to future delivery, and this with the fact that millers are not anxious to commit themselves as to future delivery makes the market very firm at the price of last week's advance. A feature of the trade in winter wheat flour this week has been the increased demand from large buyers for round lots. As supplies on the spot have been limited, and the offerings from millers small, it was found very difficult to supply the want, and the volume of business was checked to some extent, the bulk of the sales being confined to small lots of choice patents. Prices therefore remain firm and unchanged.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 50	
Seconds patents	.....	8 00	
Strong bakers	.....	7 80	
Winter Wheat Flour—		Car	Small
		lots	lots
Fancy patents	.....	6 75	7 50
90 per cent. in wood	.....	7 25	7 50
90 per cent. in bags	.....	3 25	3 40

LITTLE MOVEMENT

NOW IN CEREALS

Montreal

CEREALS.—The inflated state of the grain market still makes conditions in

cereals very hard for manufacturers. Case goods must advance before there is any profit, so the manufacturers state, and the present condition of the market, therefore, is of little interest to them. There is no change in quotations, although it is threatened every day.

Flour Bookings Heavy In Advance

Buyers Pretty Well Stocked Up—Demand on Millers Expected to Be Light During Next Month.

Toronto

FLOUR.—There is a hesitancy in the flour market at the present moment. Wheat prices are holding firm at slight declines. There have been fluctuations from day to day in wheat with flour on the upper safe side waiting until the market settles. Mills are pretty well stocked up with orders on the recent advances. It is expected buying will be light during the next month or six weeks owing to recent heavy purchases. Until the wheat crop is actually in the elevators there is not much radical change in the price looked for. If the yield is below estimates there may be still further advances. There have been no price changes in flour during the week.

Manitoba Wheat Flour—		Small	Car
		lots	lots
		per bbl. of 2 bags	
First patents	.....	8 60	8 40
Second patents	.....	8 10	7 90
Strong bakers	.....	7 90	7 70
Ontario winter wheat flour, 90 per cent.	.....	6 20	5 80

CEREAL PRICES HOLD FIRM; DEMAND FAIR

Toronto

CEREALS.—The demand for cereals has only been fair. Dealers are getting along with minimum orders. On the whole the market might be characterized as a napping one—with one eye open—waiting for further developments in the grain market before it takes another start. Prices during the week have remained unchanged.

Barley, pearl, 98 lbs.	.....	4 30	4 40
Barley, pot, 98 lbs.	.....	3 25	
Buckwheat grits, 98 lbs.	.....	4 50	
Corn flour, 98 lbs.	.....	3 00	3 25
Corameal, yellow, 98 lbs.	.....	2 85	
Graham flour, 98 lbs.	.....	4 05	
Hominy, granulated, 98 lbs.	.....	3 00	
Hominy, pearl, 98 lbs.	.....	3 00	
Oatmeal, standard, 98 lbs.	.....	3 30	
Oatmeal, granulated, 98 lbs.	.....	3 30	

Peas, Canadian, boiling, bush.	.....	3 00
Roller oats, 90-lb. bags	.....	3 05
Roller wheat, 100-lb. bbls.	.....	3 25
Rye flour, 98 lbs.	.....	2 95
Whole wheat flour, 98 lbs.	.....	4 05
Wheatlets, 98 lbs.	.....	4 20

DEMANDS FOR FEEDS EXPECTED TO INCREASE

Toronto

FEEDS.—The demand for all mill feeds has continued good. With the limitation of the amount of mill feeds to 300 bags to 100 bags of flour there has been a beneficial effect on the movement of flour. The consumption of mill feeds has not decreased. It is expected with the coming fall and winter months when the fattening season is on there will be even greater demands for mill feeds. Prices have remained steady during the week with no changes.

Mill Feeds—		per ton	
Bran	.....	25 00	26 00
Shorts	.....	27 00	28 00
Special, middlings	.....	29 00	30 00
Feed flour, per bag	.....		35 00
Oats—			
No. 3, Ontario, outside points	.....	6 55	6 50

Flour Down 30c In Western Centre

Mills Cannot Meet Demand for Feeds—Wheat and Flour Drop But Steady Again.

Winnipeg

FLOUR AND FEEDS.—Flour declined 30c per barrel last week in sympathy with wheat, which took a drop that Roumania had joined the Allies. Wheat recovered later, and is now fairly steady. Following the decline, country merchants, who have been holding off on account of the high market, commenced to come in, being compelled to do so on account of short stocks. Rolled oats have not changed, and the demand is heavier than ever for bulk stuff, all the mills running full time. The feed situation is very strong, with all mills oversold, and unable to meet the demand, especially in the East. Millers look for higher prices for fall and winter. Feed quotations are higher, being \$22 for bran, short and middlings \$24, and mixed chop \$36.

Best patents	.....	8 00
Bakers	.....	7 50
Cleas	.....	6 80
XXXX	.....	5 80
Cereals—		
Roller oats, 80 lbs.	.....	2 50
Roller oats, pkgst., family size	.....	3 90
Oatmeal, standard and gran., 98 lbs.	.....	3 10
Corameal, 98 lbs.	.....	2 80
Feeds—		
Bran, ton	.....	22 00
Shorts, ton	.....	24 00
Middlings, ton	.....	24 00
Mixed chop, ton	.....	36 00

Quality, then Price is
the foundation on which
we have built our cereal
reputation

Ask for Quotations

Split Peas	Dairy Feed
Pot Barley	Cracked Corn
Pearl Barley	Bran
Brose Meal	Shorts
Graham Flour	Calfine
Wheatlets	Rainbow
Gluten Flour	Flour
Beans	Gold Seal
Boiling Peas	Flour
Corn Meal	Lily Flour
Whole Wheat	Goldie's Star
Flour	Flour
Cut Oatmeal	Puritan Flour
Tillson's	Echo Flour
Premium and	White Dove Flour
Pan Dried	Tillson's
Oats	"SCOTCH"
Quality Oats	Fine Cut Oatmeal
	and
	"SCOTCH" Health
	Bran

*The Mark
of Quality*



Canadian Cereal & Flour Mill
Company, Limited, Toronto



FISH AND OYSTERS



Fish Supplies More Abundant

Prices Rather Easier, As Demand Can
Be Better Met—Halibut
Firmer, However

Montreal

FISH.—Supplies in most all lines of fish have been freer this week, and as a result prices have shaded a little here and there. Fresh salmon has come forward in larger quantities, and, despite all offerings being taken up, prices were cut 2c, making Western 16c and Gaspe 20c. Halibut, on the other hand, has firmed up a little, and the range, instead of being 13c to 14c, is now at the one price of 14c. Mackerel per lb. has advanced 2c, and is now quoted at 12c. There is not much mackerel offering. Swordfish at 12c, a good drop from last quotations, is at its lowest price for the season. Smelts are coming in more freely. Dore and lake herrings are in better supply, and prices have been shaded, herrings being now 3c instead of 3½c, and Dore 12c, instead of 13c. Prospects are improving for the lake catch, which up to now has been very poor. The smoked fish market shows a fair demand. Haddies, new cured, have been cut 1c, making the price 8c; but on the other hand, Digby herrings have gone down 5c, making the price 70c.

SMOKED FISH	
Haddies, per lb., new cured	0 08
Haddies, fillets, per lb.	0 12
Digby herring, per bundle of 5 boxes	0 70
Smoked boneless herring, 10-lb. box	1 30

PRAWNS, SHRIMPS, LOBSTERS	
LoBSTERS, medium and large, per lb.	0 40
Prawns, Imperial gal.	2 25
Shrimps, Imperial gal.	2 25
Scallops	2 00

FRESH SEA FISH	
Halibut	14
Haddock, fancy, express, lb.	06 —07
Mackerel, per lb.	12
Steak, cod, fancy, express, lb.	06
Flounders	6
Flounders, New York	9
Salmon, Western	16
Salmon, Gaspe	20

FRESH LAKE FISH	
Carp, lb.	0 10
Pike, lb.	0 09
Percb	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	0 03
Herrings, each	0 03
Herrings, lb.	0 06
Lake trout	0 13
Eels, lb.	0 08
Dore	0 13
Brook trout	0 25
Swordfish	0 12
Smelts	0 12

Demand Improves for Fish Supplies

Toronto

FISH.—With the cooler weather there has been a noticeable improvement in

the demand for fish. Salmon trout and whitefish are reaching the market in fairly good quantities and the price has been slightly easier, now being quoted at 12c. Halibut of fine quality is reaching the market from the western banks.

SMOKED FISH.	
Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25
SHRIMPS, LOBSTERS.	
LoBSTERS, medium and large, per lb.	0 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.	
Halibut	12-13
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.	
Pike, lb.	0 06
Whitefish, lb.	0 12
Herrings, lb.	0 07
Lake trout	0 12

Whitefish Supply Is Insufficient

Winnipeg—

FISH AND POULTRY.—Salmon is arriving well, and bringing 16c. The same applies to halibut, which is selling to the trade for 11c. One of the scarcest lines is whitefish, which is still bringing 9½c, but as the source of supply on Lake Winnipeg is practically cut off, this part of the country is now dependent on Eastern and Western Lakes. Lake trout is arriving better, and brings 12½c. Pickerel is a little more plentiful at 10c. Fresh supplies of sea fish are not expected until the colder weather comes along. Quotations on poultry remain the same, but supplies are still coming in rather slowly.

Fish—	
Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12 ½
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickerel, lb.	0 10
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 21
Broilers, lb.	0 28

P.E.I. Oyster Crop Will Not Be Large

Prince Edward Island

OYSTERS.—Already those of epicurean tastes in the city are looking forward to the reopening of the oyster season, says the St. John Telegraph of August 29. Prince Edward Island oyster beds will likely be delved into the beginning of next week while New

Brunswick oyster fishermen will not begin operations until the beginning of November, when the industry will resume activities for two months. A well known oyster dealer of Buctouche recently stated that the harvest this season would not likely measure up in any way to that of the preceding year.

The yield from the Buctouche district this season, he estimated, would be about 2,000 barrels while that of last year was nearer 3,000. However, last year's yield was almost phenomenal and two such productive seasons could hardly be expected consecutively.

The oyster market will in all probability be firm but he would not venture an opinion as to what the price would be. Others believe that it will range around seven dollars, considering the different factors that will undoubtedly be met with.

Dry Codfish Are Very Scarce Now

Record High Price Level Reached—
Oyster Price Prospects Firm—
Sardines Also Cost More

St. John, N.B.

FISH.—Increasing scarcity of dry codfish has forced the dealers to raise the price. The wholesale price now is \$6.75 to \$7. a hundredweight, an unequalled high level for dry fish in such a centre as St. John. At this time last year there was a good supply at \$5.50 and \$6.00. One of the largest local firms sent a schooner to Grand Manan this week with instructions to bring home a cargo at any price, but the craft returned with only 4,000, all that was available on the island. The scarcity is said to be due to the fact that dealers from the United States are coming to the fishing grounds and buying the fish, green, out of the east. This is denuding the Canadian market and is responsible in no small degree for the great scarcity here. The prospects are for even higher prices with the demand much greater than the available supply.

With the advent of September and the opening of the season P.E.I. oysters are due on the markets and the outlook is for good prices. The New Brunswick oyster fishers do not begin operations until November and, when the season does start, it is believed that the supply will not be large.

An Egg Famine—Not Exactly

Eggs Will Be Eggs, However, and High - Priced Eggs Too — Russian Embargo Responsible—Huge British Demand—How Germany Helped Prices Up.

CANADIAN eggs—popular to-day in Great Britain as are the Canadian soldiers—are to be more than ever the aristocrats of the breakfast table in Canada for the coming fall, winter and spring. Wholesalers cannot obtain from the producers enough Canadian eggs to meet the demand within the Dominion. There is a general shortage of eggs on the markets, while a brisk export demand, taking close care of all possible sources of surplus eggs, is producing high prices for eggs to the Canadian consumer.

At the time of writing there are in the hands of one of the largest wholesalers a few cases of eggs, the price of which as actually paid to the farmers was 36 cents per dozen, equal to the average retail price of the day. These eggs cannot go on the market under 40 cents, and at that they will not be lonely in the distinction of their aristocracy of cost. All Canadian eggs will be more costly in the next few weeks. Not until the new production sets in, about February, 1917, will there be any indication of a falling off in egg prices in Canada. The 34 to 39-cent figure of to-day for the graded product straight—selected—and carton eggs will look modest beside probable winter prices. There will be a distinct shortage of eggs all over; but there will not be an egg famine. Human foresight, and the resources of the country have taken care of that.

Russia is held responsible for the high cost of Canadian eggs this fall. Russia, Great Britain, and Germany are all three concerned in the creation of the shortage of eggs to Canadian consumers this season, and their consequent high prices. Russia, originally the greatest provider of eggs for the British markets of all countries of the world, is now as a source of egg supply completely closed. A rigid embargo prevents the vast quantities of Russian eggs from reinforcing the supply of other eggs facing the immense demand of the British Islands' consumers. Canada also used to consume Russian eggs. To-day there is not a Russian egg on the Canadian market.

To appreciate the tremendous effect of the Russian embargo upon the egg market, not only of Canada, but of the world, it will be noted that of the 215,799,500 dozen eggs imported by Great Britain in 1913, Russia supplied 114,532,750 dozen; while Denmark, Britain's next largest source of supply, sent in only 42,649,416 dozen, and Canada sent a modest 19,500 dozen.

Away back in 1901-02 Canada used to

export over 11,000,000 dozen eggs to Britain, but increased Canadian consumption reduced this figure greatly. The situation to-day is a steady revival of the Canadian exportation of eggs to the Old Country. It is the vast and increasing British demand for eggs which is making eggs scarcer and more expensive in Canada. An embargo on the export of eggs from Canada to Great Britain would divert thousands of dozens of Canadian eggs back to the Canadian consumer, and tend to keep prices lower in Canada, but would Canadians consent to such an embargo? Never!

Canada as An Egg Producer

Canada, the granary of the British Empire, will as proudly accept its position in the field of egg production for the Old Land, and while there might be an embargo on exports of Canadian eggs to the United States, there will hardly be an embargo on egg exports to Britain. But Canada is not exporting eggs just now to the United States. Canada has not exported many eggs to the United States since the McKinley Tariff came into effect in 1890. On the contrary, in fact, a good proportion of the eggs exported from Canada to Britain of late were produced in the States. But to-day United States eggs cannot be obtained for export to Great Britain. It might come to the importation of United States eggs more extensively for Canadian consumption, but at present the cost of the product plus duty and the ad valorem tax bring the laid down price of United States eggs in Canada to 35 cents per dozen, and at that it would hardly prove profitable to handle them.

Russian Eggs Cut Off

Russia, Great Britain, and Germany are chiefly concerned in the creation of the egg shortage apparent on the Canadian market. Russia, because her immense egg exports to Britain are cut off by the embargo—an embargo partly due, it is believed, to a falling off in Russian production—Great Britain, because of the great and growing demand for eggs on the Old Country markets—Germany—why? "Because Germany precipitated the war, of course," you say, "and caused the need for the Russian embargo, shortage of shipping on the North Sea and associated difficulties of the supply trade." But there is a further reason why Germany has a real share in the responsibility for the egg shortages of Russia, Great Britain, and Canada.

Germany long before the war, had begun to extend tenacious trade tentacles into the rich territory of Russian production of foodstuffs. German agents traversed the Russian farming districts, and German capital financed great systems of collection and cold storage of farm produce, principally eggs, butter, and cheese. Immense cold storage plants were erected at suitable strategic points for trade control, and probably for military purposes as well. At Riga, for instance, one of the greatest cold storage plants in the world was erected by German enterprise and financed by German capital for the collection and holding of Russian farm products. The war ravaged the farm lands westwards and southwards of Riga, and raged around Riga itself. The opinion of those most likely to know is that there has not been a Russian egg in that huge cold storage plant for many a long day. Thus German influences even in the pre-war period adversely affect the present egg production of Russia, since the Russians seem to lack the power unadvised and unfinanced to evolve or carry on such productive enterprise—especially during the war.

Cold Storage Supplies

Regarding cold storage eggs in Canada, there is considerable expectation that careful husbanding of the egg production, of the past spring and summer, may prove to have been sufficient to ensure an adequate, if not an abundant, supply of eggs during the winter. The trouble is that production began rather too early in 1916, and the immediate demand for the new season's product kept pace with production until quite late in the season, so that there was not time to store away any too many eggs. Possibly private speculators may have laid away reserve supplies, which, if the British demand is not too eager, may relieve the Canadian egg markets when most needed. There is not much to be hoped in Canada from the Chinese egg. While these may arrive fairly plentifully in British Columbia, where they are to bear a distinctive brand to indicate their Oriental origin, the opinion of experts is that they are poor substitutes for the Canadian product, and not much in demand short of an absolute egg famine, of which there is no immediate likelihood, though egg prices must certainly continue to rule high for the whole of this fall and winter.



PRODUCE AND PROVISIONS



Dressed Hogs Are Coming In Better

Prices for Live Hogs Are Down—Dressed Are One Half Cent Easier in Price Cooked Meats Down One Cent.

Toronto—

PROVISIONS.—Deliveries of live hogs have been fairly good during the past week. Farmers have apparently been able to devote more time to these by-products of the farm now that the wheat harvest is over. Live hogs are down in price 50c per hundred. The demand for cooked meats has been good under the influence of exhibition week. Prices, however, have been slightly easier, hams being down a half a cent per pound and cooked meats, such as boiled and roast hams and shoulders, are 1c per pound easier in price. Dressed hogs are now selling at \$17.50 per hundred, which is a decline of 50c per hundred. Live off cars are quoted at \$11.90 to \$12. The demand for all cooked meats is expected to hold steady until about the middle of October. A slight decrease in consumption is noted with the cooler weather.

Hams—		
Light, per lb.	0 25	0 25½
Medium, per lb.	0 25	0 25½
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 37
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders, roast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13½	0 13½
Tubs, 50 lbs.	0 14	0 14
Pails, 20 lbs., per lb.	0 14	0 14½
Bricks, 1 lb., per lb.	0 15	0 15½
Hogs—		
Dressed, abattoir killed	17 50	
Live, fed and watered	11 65	11 75
Live, off cars	11 30	12 00
Live, f.o.b.	11 30	11 40

QUALITY OF BUTTER

IS GETTING BETTER

Toronto

BUTTER.—Under the incentive of better pastures and cooler weather, the quality of butter has shown a considerable improvement during the week. Farmers are now better able to handle the cream and keep it in better condition in transit to the factories. Farmers' wives are also better able to

make dairy butter into prints. The milk supply has increased considerably and this has been evidenced in the amount reaching the creameries. Prices have held firm with a slightly increased price of 1c per pound in the best creamery prints. There has been a good demand for butter, with large quantities going into export trade.

Creamery, prints	0 35	0 37
Creamery, solids	0 34	0 35
Dairy prints, choice, lb.	0 28	0 30
Dairy prints, lb.	0 26	0 27
Bakers	0 25	0 26

HIGH CHEESE PRICES DO NOT AFFECT CONSUMPTION

Toronto

CHEESE.—Although cheese prices are at unprecedentedly high levels, there is apparently about the same amount being consumed locally. People have become accustomed to paying the higher prices and no longer question the advanced rates when they want cheese. The demand has been fair, with a half cent advance in price. The price at the boards has been slightly easier during the week, but wholesalers did not follow the advances upward as rapidly as the factories increased their prices. The export demand continues heavy. Large cheese is now selling at 20½c to 21½c per pound.

Cheese—

Cheese, large, per lb.	0 20½	0 21½
New, twins, per lb.	0 20½	0 21½
Sept., large, per lb.		0 22
Sept., twins, per lb.		0 22½
Sept., triplets, per lb.		0 23

EGGS ADVANCE ANOTHER

TWO CENTS PER DOZEN

Toronto—

EGGS.—The egg market during the past week has been in a somewhat excitable state. Country dealers have been holding back their supplies and this has had the tendency of putting prices up 2c per dozen on the best grade of eggs. This holding of eggs is expected by the wholesalers to have a deteriorating effect on the quality and it is pointed out that losses may occur through this. Demand for eggs has been fair. Toronto dealers have been short and some eggs had to be taken from storage to meet the demand. It is thought by dealers that the price of eggs cannot go much higher. New lays in cartons are now quoted at 36c to 38c.

Eggs—

New lays, cartons	0 36	0 38
New lays, ex-cartons	0 32	0 33
No. 2's	0 26	0 27

POULTRY COMING IN

IN GOOD QUANTITIES

Toronto—

POULTRY.—Deliveries for old fowl have been fairly heavy during the past week. Now that harvest activities have eased off a bit, farmers are able to turn their attention to other things. It is making itself manifest in the volume of poultry now reaching market. It is expected that still larger quantities will reach the distributing points later, as poultry supplies in the country are reported to be heavy. Recent quotations have held steady and prices remain unchanged.

	Live.	Dressed.
Spring broilers, 1½ to 2 lbs.	0 18	0 22—0 25
Spring chickens, over 2 lbs.	0 18	0 20—0 23
Old fowl	0 14—0 16	0 18—0 20
Ducks, old	0 11	0 14
Ducks, young	0 13	0 17
Turkeys, old Toms	0 29	0 25

DISPOSITION SHOWN

TO MARKET HONEY CROP

Toronto—

HONEY.—Although honey has not started to move from the producers to the wholesalers in large quantities as yet, still there is a disposition for the producers to want to sell. Some honey has been purchased at the commission dealers' prices, but there is no large movement as yet. There are large honey supplies in the country this year, and the quality is better than usual. Consumption of honey is expected to be large owing to the high price of sugar, which has kept people from putting down their usual supplies of preserves. Honey prices remain unchanged.

Honey—

Clover, 5 and 10-lb. tins	0 11½	0 12
Comb, No. 1, doz.	2 50	3 75
Comb, No. 2, doz.	2 00	2 25

Butter and Eggs Advance In Price

European Demand Diverted Heavily In This Direction—Cheese also Up In Price.

Winnipeg

PRODUCE AND PROVISIONS.—The markets for eggs and butter have both stiffened on account of heavy European demand. Both Danish and Norwegian produce is short on the London market, resulting in a heavy demand from this side. Under these circumstances, the outlook is for much higher prices. No. 1. Creamery was quoted here at 33c last week; it is now 35c, and No. 2 34c, which is an advance of four cents in the past two weeks. Last year at this time,

butter was selling for 27-28c, and the high prices prevailing to-day were not reached until late in the season. As we are now only at the beginning of the season, it looks as though prices are going to be very high. No. 1 candled eggs are bringing 25-26c. There is no advance here, but one is expected soon. No. 1 eggs are expected to be 27c this week. In sympathy with the rise in butter, cheese has also gone up, and the price to-day is 20-20½c. Although lower levels prevail in the live hog market, the price ranging from \$10.50-\$11.00, receipts are very light, and packers cannot see their way to lower quotations on meats. Receipts are expected to be light for the next three months.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 27½	0 28
Backs, select, per lb.	0 26	0 26
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	0 16½	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 32½	0 33
Shoulders, boiled, per lb.	0 24	0 25
Roast hams, lb.	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.	34 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13½	
Tubs, 5s, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery, No. 1	0 35	
Creamery, No. 2	0 34	
Best dairy	0 24½	
No. 2 dairy	0 20	
Cooking	0 16	
Fresh Eggs—		
Extras in cartons	0 30	
No. 1's, cases	0 27	
Trade cases	0 26	
Cheese—		
ntario, large	0 20	
Ontario, twins	0 20½	

THE DAIRY STANDARDS ACT

Canadian Grocer has received a copy of the Dairy Standards Act, passed at the recent session of the Ontario Legislature, together with the explanation given in introducing it, and the discussion before the Agricultural Committee. The entire purpose of the measure is the improvement of dairy products in this province. At the present time, practically all the milk, which is delivered at the different cheese factories throughout the province, is paid for on the basis known as the "Pooling System." This means that the milk is mixed together and averaged up, and each producer receives the same rate from the factory as every other producer delivering at that factory. Under this management there is no reward for the man who, through careful breeding and feeding, has been able to produce milk much better than his neighbor's.

The Bill provides that all milk must be paid for on either a basis of the butter fat content or of the butter fat content plus the content of casein, and it is claimed by some that the latter gives

the fairer test of the value of milk. These alternatives were adopted because they were thought to be measurably practical and workable. Either of these plans undoubtedly represents a fairer basis of payment than the pooling system.

The other phase of the Bill deals with the creameries and the butter-making aspect of the dairy industry. Cream is at present bought subject to the Babcock test, but it is not paid entirely on a quality basis, taking into consideration all the features as to flavor, acidity, etc., which enter into the making of good butter. This Bill merely indicates the line along which it is thought improvement should take place and provides that the particular basis of grading can be brought into effect by Order-in-Council.

It will be noted that the Bill is not designed to come into effect until next season. The interim is intended for education and discussion, and changes and additions by way of regulation or otherwise will doubtless be required before that time.

SERVICE DEPARTMENT

INFORMATION, PLEASE!

Service Department,
Canadian Grocer.

Dear Sir,—Through the columns of your paper I would like to ask your opinion on an underground ice house, as I presume that you have had this question up before, but I have never seen it.

The plan is to dig a square hole in the ground about 8 ft. square by 6 to 8 ft. deep, put a tight bottom in it, with a drain from the bottom if possible; in the winter freeze by gradually adding water to the level of the ground; place an airtight building over it; the body of ice will keep the building at a very low temperature all the time. This is a convenient and inexpensive refrigerator.

If you have any knowledge of the success or failure of this plan I would be pleased to know of it, as from what I have heard it is a success.

Hoping to gain some information on this, I remain,

Yours truly,
"ENQUIRER."

PRINTING MACHINES

Service Department,
Canadian Grocer.

Gentlemen:
Kindly give us the address of Canadian firms that sell printing machines that attach to a paper rack and print the paper as it is rolled off.

Also kindly tell us about how many retail stores there are in Ontario.

Thanking you in anticipation of your kindness and for past favors, we are,

Yours very truly,
THOMSON & LLOYD
(or O. M. Thomson & Co.)

This information has been sent.—
Editor.

* * *

BUYING POINTS

Service Department,
Canadian Grocer.

Kindly name me good buying points in Quebec potato belt or New Brunswick territory, and addresses of firms where I could buy potatoes, also apples, by car lot or otherwise. Also please tell me best market to procure fresh water fish for my weekly trade that I am running successfully in connection with my grocery trade, thanks to faithful perusal of valuable Canadian Grocer. Where should I address myself to get Frankforts, Wieners, Bologna, etc., such as we get in the States from Chicago and Kansas City markets, and oblige.

Yours very truly,
M. PARE.

71 Galt, Sherbrooke, Que.

This information has been sent.—
Editor.

* * *

Editor Canadian Grocer.—Please advise us if it is possible to procure Bohemian Brand California ripe olives in Canada, or the packers' address?

A. E. REA CO.,

Ottawa, Ont.

Editorial Note.—The packer is J. C. Kubias, Redlands, Cal. We have not been able to ascertain any firm handling this brand in Canada.

W. H. Escott Co., Limited

Manufacturers'
Agents
Wholesale
Grocery
Brokers

Winnipeg Manitoba

BRANCHES:

Regina
Calgary

Saskatoon
Edmonton

ESTABLISHED 1907

ARE YOU SATISFIED?

Is your stock of canned sea foods pulling the kind of results that keeps your cash drawer filled? Or do they seem to lack the qualities that bring steady continuous sales and spell "PROFIT" for you in capital letters?

BRUNSWICK BRAND SEA FOODS

give mutual satisfaction to dealer and customer. CAREFUL selection and modern equipment guarantee a quality unsurpassed—the kind that builds bigger business for dealers everywhere.

Feature Brunswick Brand for better Fall and Winter fish sales.

Select your requirements from the following:

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams



CONNORS BROS., LIMITED
Black's Harbor N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz. case Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts. Delhi Epicure	\$ 1 20
½ Pts. Red Seal, screw tops	1 00
½ Pts. Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2½'s, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ¼-lb. tins, doz.	2 40
Perfection, ½-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

(Unsweetened Chocolate)

Supreme chocolate, ¼'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



The woods are full of them

Judges have been numerous in Canada who have come down off the bench to lead the people—who have stooped to conquer, as it were—Blake, Mowat, Thompson, Meredith. And so there is plenty of precedent for a move which is being talked of in the Liberal party—the grooming of Mr. Justice Duff for the leadership of the party against the day when Sir Wilfrid Laurier will seek his ease. Mr. Justice Duff is a member of the Supreme Court of Canada, but it is said that, should the boom in his favor reach a sufficient volume, he will be willing to step down from the bench and get into the fight.

This makes the basis for an extremely interesting article by H. F. Gadsby in the September issue of MacLean's Magazine. Mr. Gadsby discusses the Duff boom in a thoroughly impartial way, and tells something of the young Judge who may be slated for so high an honor.

"The Duff Boom" is but one of many features in the September MacLean's. The number bristles with bright stories and powerful articles by such clever and famous contributors as Arthur Stringer, Agnes C. Laut, Robert W. Service, Arthur E. McFarlane, Alan Sullivan, Mrs. Arthur Murphy (Janey Canuck) and many others. It is Canadian from cover to cover—the best reading obtainable on this side of the border.

Now on sale at all News Stands, 15c.

MACLEAN'S MAGAZINE

MR. CLERK YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. Would you be interested?

We have a plan by which hundreds of clerks throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no obligation, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.

Dept. C.G. 143-153 University Ave.

Toronto

Canada

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
Lamb's Tongues, 1/2s.
Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.50; 4s, \$15.50.
Sliced Smoked Beef, glass, 1/4s, \$1.50; 1/2s, \$2.25; 1s, \$3.25.
Tongue, Ham and Veal Pate, 1/2s, \$1.50.
Ham and Veal, 1/2s, \$1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.50.
Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.50; 1 1/2s, \$9.50; 2s, \$13.
Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
Mincedmeat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
In Pails, 25 lbs., 12c lb.
In 50 lb. Tubs, 12c lb.
In 85 lb. Tubs, 11 1/2c.
In Glass, 1s, \$2.30.
Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.00; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
Pork and Beans, Plain Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.
Pork & Beans, Tomato Sc. Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.
Pork and Beans, Chili, 1s, 85c; 2s, tall, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.
Tomato Sauce, 1 1/2s, \$1.15; Chili Sauce, 1 1/2s, \$1.15; Plain Sauce, 1 1/2s, \$1.15.
Pork and Beans, 1 1/2, Chili Sauce, \$1.15 doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.
Clark's Chateau Chicken Soup, \$1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.
Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 3s, \$2.35 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14 1/2
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies
BASIN DE VICHY WATERS,
L'Admirable, 50 btles, litre,
cs. 5 30
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btles, cs. \$9 00

IMPORTED GINGER ALE
AND SODA
Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-
lb. tins, lb. 0 38
Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS
H. L., cb. 90 lbs., lb. 0 25
Victoria, cb. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha
Blend, 1-lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32
Princess, Java and Mocha
Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins.
D. S. F., 1/2-lb. \$ 1 60
D. S. F., 1/2-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., 1/2-lb. 0 90
Per jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.

White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval 1lb. 1lb.
litbo. dredge.
dredge. 2 1/2 oz.
Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90
Arrowroot, 4 oz.
tins, 85c
Cayenne 0 45 0 90
Celery salt
Celery pepper
Cinnamon 0 45 0 90
" whole, 5c.
pkgs., window
front, 45c
Cloves 0 45 0 90
Cloves, whole, 5c.
pkgs., window
front, 45c
Curry powder
Ginger 0 45 0 90
Mace 1 25
Nutmegs 0 45 0 90
Nutmegs, whole,
5c pkgs., window
front, 45c
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90
Pickling spice,
window front, 90c
Shipping weight
per case 10 lbs. 15 lbs.
Dozens to case... 4 4

Why You Should Feature

KING GEORGE'S NAVY

A Tobacco Window Display

Get the utmost out of your tobacco business by occasionally featuring a good window display of favorite brands, such as KING GEORGE'S NAVY CHEWING TOBACCO.

Results will convince you that this well-known "Chew" is a line that appeals to the taste of the most particular tobacco user.

How about arranging a King George window right now?

Are you well stocked?

See your wholesaler.



Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the result will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce,* but it sells for

ONLY \$10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional \$5.00 or \$10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO

ONTARIO

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS	
Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry..	.06½
40 lbs., 1 lb. pkg., White Gloss .....	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons ....	.07½
100 lbs. kegs, No. 1 White.	.07
200 lbs., bbls., No. 1 white	.07
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08½
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08½
100 lbs., kegs, Silver Gloss, large crystals .....	.07½
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.12½
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06¾

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs. ....	.06¾
Kegs, 100 lbs. ....	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07¾
8 lb. in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 lb. in case ...	.08¼
Kegs, extra large crystals, 100 lbs. ....	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	\$ 3.20
1 lb. packages (60)	3.20
½ lb. packages (120)	3.40
½ lb. 60 } Packages Mixed	3.20
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$ 2.00
2 lb. tins, 2 doz. in case...	3.00
5 lb. tins, 1 doz. in case...	3.40
10 lb. tins, ½ doz. in case.	3.30
20 lb. tins, ¼ doz. in case.	3.25
Barrels, about 700 lbs....	.04¼
Half bbls., about 350 lbs..	.04¼
¼ bbls., about 175 lbs....	.04¼
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 38½ lbs.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case....	\$ 3.50
5 lb. tins, 1 doz. in case....	3.90
10 lb. tins, ½ doz. in case.	3.80
20 lb. tins, ¼ doz. in case.	3.75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4.80
Barrels, per 100 lbs.	5.25
½ barrels, per 100 lbs.	5.50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case....	\$4.05
5 lb. tins, 1 doz. in case....	4.75
10 lb. tins, ½ doz. in case...	4.45
20 lb. tins, ¼ doz. in case...	4.35
Delivered in Winnipeg in carload lots.	

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can.	\$ 4.75	\$ 3.75	\$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can .....		.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins,; 1-lb. tins,; Robinson's patent groats, ½-lb. tins,; 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bottle	2.00

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0.85
Metal Outfits, Black and Tan	3.85
Card Outfits, Black and Tan	2.25
Creams and White Cleanser 1	10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs. 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	\$ 0.60
Bohs, 6s and 12s, 12 and 6 lbs.	0.46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0.46
Currency, 6s, ½ butts, 9 lbs.	0.46
Stag Bars, 6¼s, butts, 11 lbs., boxes, 5½ lbs.	0.48
Walnut Bars, 8¼s, boxes 7 lbs.	0.64
Pay Roll, thick bars, 8¼s, 6 lb. boxes	0.68
Pay Roll, thin bars, 8¼s, 5 lb. boxes	0.68
Pay Roll, plug, 8¼s, 12 and 7 lb. caddies	0.68
Shamrock, plug, 7¼s, ½ butts, 12 lb. boxes, 6 lbs.	0.57
Great West, pouches, 9c.	0.72
Forest and Stream, tins, 11s, 2 lb. cartons	0.88
Forest and Stream, ¼s, ½s and 1-lb. tins	0.80
Forest and Stream, 1-lb. glass humidors	1.00

CANADIAN PEACHES

ST. JOHNS and
EARLY CRAWFORDS
YELLOW FLESH
FREESTONES

FINE QUALITY

ARRIVING IN LIBERAL QUANTITIES
DAILY.

Send your orders
to

The House of Quality
HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

Canadian Crawford Peaches

Now in Their Prime

We are handling the entire output of the leading growers and can supply the trade with the best peaches coming to the market.

If interested in car lots
we can interest you.

WHITE & CO., LIMITED
Toronto

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.
OWEN SOUND, ONT.

Lemons

When all is said and done
—when all the hearsay and
gossip is over—in the final
analysis

St. Nicholas

is **THE** brand of Lemons
—the old Reliable brand
that makes you money and
gives you a sense of Pride
and Pleasure in the handling. Ask for

"St. Nicholas"

J. J. McCabe

Agent
TORONTO

THE PICK OF THE PICKLE MARKET



LOCATION, equipment and expert labor have all combined to make **STERLING** brand pickles the pick of the market and the favorite of the most discriminating customer.

OUR salting stations are ideally located in the better producing sections of Ontario, giving us the choice of the season's best crops. And to this fact, as well as to the care exercised in every part of the "Sterling" process, is due the ever-growing demand for "Sterling" brand pickles.

OTHIER "Sterling" lines are Catsup, Sauces, Chow-Chow, Relishes, Jams, Extracts, Raspberry Vinegar, Fruit Juices, Crushed Fruits, Mincemeat, etc.

"STERLING" Brand goods are attractive on display and appeal to the eye. They moreover appeal to the taste when once used.

Are You a "Sterling" Dealer?

T. A. LYTLE CO., LIMITED
STERLING ROAD TORONTO

INDEX TO ADVERTISERS

A		Laporte, Martin, Limitee	47
Anchor Caps & Closure Corp.	4	Lennon Bros.	45
B		Lyons & Marks	Inside back cover
Babbitts	15	Lytle, T. A.	46
Baker Co., Walter	48	M	
Balfour Smye & Co.	13	MacKenzie & Morris	19
Benedict, F. L.	48	MacLure & Langley	10
Betts & Co.	13	MacNab, T. A., & Co.	10
Borden Milk Co.	1	Magor, Son & Co.	16
Bowman & Co., Geo.	48	Malcolm Condensing Co.	11
C		Mann, Laurie Co.	10
Cal. Associated Raisin Co.	49	Mathieu Co., J. L.	13
Cal. Walnut Growers' Assn.	16	McCabe, J. J.	45
Canada Starch Co.	Front cover	McDonald, Chas. H., & Co.	19
Canadian Cereal & Flour Mills Co.	33	Mennen Chemical Co., Ger- hard	Inside front cover
Canadian Salt Co.	12	Menzies, Stewart & Co.	12
Catelli, C. H., Co.	2	Millman, W. H., Sons	10
Channell Chemical Co.	Inside front cover	Minto Bros.	14
Clark, Ltd., W.	7	Mount Royal Milling Co.	8
Cochran, J. N.	10	Myers, Fred, L., & Son	10
Connors Bros.	38	O	
Cowan Co., The.	Inside back cover	Oakey & Sons, John	48
D		P	
Dominion Cannery	3	Patrick & Co., W. G.	10
Dominion Salt	9	Pennock, H. P., Co., Ltd.	10
Duncan, John, & Co.	4	Perry Co., The H. L.	10
E		Q	
Eckardt, H. P., & Co.	39	Quaker Oats Co.	5
Eno, J. C., Ltd.	Inside front cover	R	
Escott, W. H., & Co.	37	Rock City Tobacco Co.	43
Eureka Refrigerator Co.	15	S	
F		Spratts	9
Fearman, F. W., & Co.	40	St. Lawrence Sugar Refineries	11
Freeman Co., W. A.	13	Star Egg Carrier & Tray Mfg. Co.	8
Furnivall-New, Ltd.	14	Stephenson, Blake & Co.	45
G		Stevens Produce Co.	48
Grant, C. H.	10	T	
H		Toronto Salt Works	48
Hargreaves (Canada), Ltd.	9	Toronto Butchers' Supply Co., Ltd.	48
Heinz, J. J., Co.	9	Trent Mfg. Co.	48
Hudson Hebert & Cie.	6	W	
I		Walker, Hugh, & Son	45
Imperial Rice Milling Co.	Inside back cover	Washington, G., Coffee Sales Co.	10
J		Watson & Truesdale	10
Jenkins & Hardy	48	Webb, Harry	10
K		Wethey, J. H.	8
Knox, Chas. B., Co.	15	White & Co.	45
L		White, Fred J.	10
Lake of the Woods Milling Co.	Back cover	Woods & Co., Walter	12
Lambe & Co., W. G. A.	10		



How Much Rice Do You Sell?



Did you ever make any special effort to induce your customers to eat more Rice? Did you ever tell them of the nutritive value of Rice when compared to Beef or Potatoes? If not, you have been neglecting one of the best outlets for bigger business.

We always keep a large stock of Rice on hand and can give better values for your money than any other concern.

A sample of any of the following will convince you:

Extra Fancy Carolina, 100 one pound bags	\$8.00
Carolina, 100 lbs. bags....	7.50
Victoria Fancy Patna, " "	6.50
Princess Choice Patna, " "	5.90
Extra Siam, " "	4.20
Fine Siam. An exceedingly good value at	4.00

With every order our Advertising Department will gladly furnish, upon request, arguments to help you sell more Rice to your customers.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West

MONTREAL



Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.
THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.


ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

OAKLEY'S KNIFE POLISH

TRADE-MARK



**JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.**

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of
the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters
of Sausage Casings, Packers' and
Butchers' Supplies. Outfitters of
Meat Markets. Pure Spices a Specialty.
Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

Jenkins & Hardy

Assignees, Chartered
Accountants, Estate and
Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

Listen! WESTERN GROCERS

We buy Live and Dressed Poultry, Late Potatoes, Butter and Eggs in any Quantity.

Poultry coops, cases, tubs supplied. Make us a trial shipment. Immediate cash remittance, or write for prices.

Stevens Produce Co. Winnipeg

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price Quality Service
J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered
Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



MIKADO

The best value in Rice being offered on Canadian markets today.

Fruit Season Now On

Note These Prices:

6 oz.	Jelly Tumblers,	\$3.50	per gross		
8 oz.	" "	3.75	" "		
8 oz.	Table "				
	Capp'd,	4.00	" "		
$\frac{1}{2}$ lb.	Screw Top Jelly,	4.25	" "		
$\frac{3}{4}$ lb.	" " "	4.25	" "		
1 lb.	" " "	5.00	" "		

Cases Free F.O.B. Toronto

Wire Stools, - - \$1.50 each

Scoops—Solid Aluminum, for Grocers' and Confectioners' use.

Lyons & Marks

38 Yonge Street
Toronto



Therefore push it thoroughly this year — the demand lasts.

Made in the most up-to-date chocolate plant in the world.

COWAN'S

COCOA—

"Perfection Brand" Purest and Best

THIS IS AN ANSWER TO A RETAILER'S QUESTION

"What does the FIVE ROSES Cook Book do for ME?"



WHAT DOES THIS FAMOUS COOK BOOK DO FOR ME?

NOTHING—if you do not sell FIVE ROSES. But if you are prepared to fill the FIVE ROSES demand—*then*, right in the consumer's kitchen where no personal salesman can penetrate, it does these three *essential* things for YOU.

—creates the demand

By showing in seductive picture and tested recipe the splendid flour foods achieved by successful users throughout Canada. By stirring up culinary ambitions, by tempting new prospects to bake that never baked before. By everlastingly answering FIVE ROSES to every baking question.

—increases the existing demand

By suggesting new flour uses. By enthusing beginners to attempt new triumphs. By starting resultful missionary work in friendly circles. By enlarging the family consumption. By proving that the same good flour makes bread as well as pastry.

—maintains it against competition

By eliminating all risk of profit-killing disappointment that so sadly re-echoes in the store—because the housewife knows that FIVE ROSES recipes are successful recipes, each having been thoroughly tested, every picture an actual photograph. The FIVE ROSES Cook Book daily reminds the housewife of past successes, present satisfaction, future ambitions. The FIVE ROSES habit rivets trade to your store. This profit insurance costs you nothing, but it has made FIVE ROSES the best selling staple on the market.

Consider that this consumer influence is persistently at work to simplify FIVE ROSES sales. Consider that it is free to you, that it is inseparable from the brand FIVE ROSES. Then, ask yourself this question. Let your own selling instinct answer.

Am I going to reap this profitable harvest that is daily ripening within reach?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL *"The House of Character"* **WINNIPEG**

Daily Capacity 27,400 Bags.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 15th., 1916

No. 37

Co-Operative

Our policy this season will be a little more progressive than anything we have done previously. In addition to giving you a quality of stock, a standard of service and a measure of reliability to be obtained only from exclusive houses, we will furnish you with the material for a very effective campaign. The benefit you will derive will depend entirely on the effort you expend.

In connection with our campaign there will be no expense to our trade, as we expect the returns from increased consumption will be ample reward for the expense we will go to. We, however, will of necessity confine the supplying of this material to our own trade. Details of the campaign will be forwarded in ample time, and only such dealers will be supplied who express their willingness to use the material forwarded. It will be too expensive to distribute promiscuously.

We are extremely anxious that our trade raise the standard of quality by absolutely eliminating the use of water, and to increase their price sufficiently to make this procedure proper. There are some dealers who do not water their oysters, but it is a regrettable fact that the practice still continues in a great many instances. Oysters are not a necessity, and how often the consumer purchases them depends entirely on the satisfaction experienced when eating them. Oysters are a little late in maturing this season, but by the time the campaign is on they will be at their best.

Connecticut Oyster Co., Limited

"Canada's Exclusive Oyster House"

50 Jarvis Street, - - Toronto, Canada

Big Sale for YOU know how advertising in newspapers and magazines is boosting the sale of raisins —giving this fruit a fresh interest and a brand new appreciation.

But are you "cashing in" on this publicity?

We strongly urge you to give raisins a good push. Every pound you sell means extra business, extra profits, but sell



Griffin's Seedless Raisins

—This because you will then be supplying an exceedingly choice fruit in its best forms.

Raisins are wholesome, most palatable, and never fail to be acceptable. For example:

There are other Griffin & Skelley lines which will sell—largely because your customers are already "Sold" on them.

Canned Apricots, Peaches, Pears,
Cherries, Plums, Raspberries,
Pineapple, Asparagus.

THE SUMMIT



OF SUGAR MAKING

is reached in

"ROYAL ACADIA SUGAR"

"ROYAL" means **something** as applied here.

The **Raw Product** is "ROYAL" quality. Every Grain Pure Cane.

The **Refinery** and **Refining** are "ROYAL" both in equipment and method.

The **Result** is "ROYAL," crystalline sugar, the purest and the sweetest.

Why experiment in handling inferior sugars when "ROYAL ACADIA" costs no more, is the accepted standard and is bound to make friends for your business wherever sold?

The Acadia Sugar Refining Co., Halifax, Canada



Progressive Grocers Push

60% Profit

LIQUID VENEER
DO YOU?

Quick Turnover

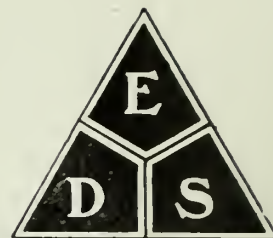
For particulars and prices, write

Buffalo Specialty Co., Bridgeburg, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.



*The trade-mark of
Made-in-Canada
quality*



*A guarantee of cus-
tomer satisfaction*

A Dry Ontario

means a bigger demand than ever for

E. D. SMITH'S GRAPE JUICE

—the ideal temperance drink

Mr. Grocer, why not secure a good share of this profitable business that prohibition is now creating for you? The E. D. Smith line is always worth while, but present conditions are bound to increase the already big demand. Extra profits will be made by wide-awake grocers. Will you be one of them?

There is a delicious goodness about E. D. Smith's Grape Juice that wins the approval of particular people. All the sweet, *Natural Concord Flavor* is conserved.

E. D. Smith's Grape Juice is the most economical on the market. It's strength and purity is such that dilution is necessary to make it palatable.

Be prepared to secure your proper share of dry Ontario's demand for this sweet, wholesome temperance drink. Order a stock to-day. Profits are reasonable.

E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS :—Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B. C.

If any advertisement interests you, tear it out now and place with letters to be answered.



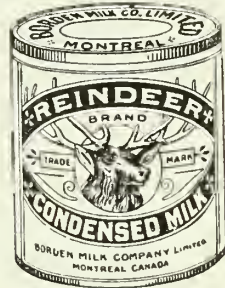
Economy Demands

goods that meet a large and continual need, that cut down your selling cost, that will not spoil on your shelves, that reduce your overhead expenses.

The convenience and saving of BORDEN'S Condensed Milk, Coffee and Cocoa is deeply rooted in the minds of prudent housewives.

Other grocers are making easy and extensive profits with the Borden Brands and find they help to promote economy in the conduct of their stores. If economy and good profits are factors in the conduct of your store, why not get the Borden Brands on display now?

Your trial order is ready to ship. Write us to-day how many cases you require.



Borden Milk Company, Ltd.

Montreal

Leaders of Quality

Branch Office: No. 2 Arcade Building, Vancouver.

If any advertisement interests you, tear it out now and place with letters to be answered.



JAPAN TEA

Japan Tea produces, in the drawing, an infusion of a bright amber which is pleasing to the eye. It possesses wonderful strength and body, a delightful flavor and aroma never found in other teas. Grown, cured, packed and exported under the direct control of the Japan Tea Growers' Association, Japan Tea reaches you in all its natural purity and wholesomeness.

ON SALE AT ALL GROCERS

The Japanese Government prohibits adulteration and coloring of Tea

A Japan Tea ad clipped from our big consumer advertising campaign.

CRITICAL tea-drinkers acquainted with Japan Tea acknowledge its delicious, palate-pleasing goodness, but there are still many tea users not yet acquainted with Japan Tea, and it is in order to reach these and convert them to the use of Japan Tea, that Japan Tea is being advertised so extensively.

ACAREFULLY planned consumer advertising campaign is daily creating new admirers of Japan Tea — admirers truly, because first purchasers never fail to come back.

THAT is the big reason why you, as an aggressive grocer, should begin featuring Japan Tea immediately. Give it a trial. You won't want to be without it afterwards.

Beans for Profits

A few selling points you should know.

Tell your Customer
—that Simcoe
Beans are Can-
ada's Best, selected
and finest flavored
beans.

They are prepared in
clean factories
and by tasty pro-
cess.



Plain, or with Tomato or Chili Sauce

Simcoe Beans are economical,
costing much less than
the raw white when you
consider the trouble
saved.

Simcoe Beans are prepared
with Tomato or Chili
Sauce, or Plain—and,
Mr. Grocer, you make
more than by selling raw
white Beans.

**DOMINION CANNERS
LIMITED**

HAMILTON

::

::

CANADA

WAR LOAN

DOMINION OF CANADA

Issue of \$100,000,000 5% Bonds, Maturing 1st October, 1931

PAYABLE AT PAR AT

OTTAWA, HALIFAX, ST. JOHN, CHARLOTTETOWN, MONTREAL, TORONTO, WINNIPEG,
REGINA, CALGARY, VICTORIA

INTEREST PAYABLE HALF-YEARLY, 1st APRIL, 1st OCTOBER.
PRINCIPAL AND INTEREST PAYABLE IN GOLD.

ISSUE PRICE 97 $\frac{1}{2}$

*A Full Half-Year's Interest will be
Paid on 1st April, 1917.*

*The Proceeds of the Loan will be
Used for War Purposes Only.*

The Minister of Finance offers herewith, on behalf of the Government, the above named Bonds for subscription at 97 $\frac{1}{2}$, payable as follows:—

10	per cent. on application;
30	“ “ 16th October, 1916;
30	“ “ 15th November, 1916;
27 $\frac{1}{2}$	“ “ 15th December, 1916.

The total allotment of bonds of this issue will be limited to one hundred million dollars, exclusive of the amount (if any) paid for by the surrender of bonds as the equivalent of cash under the terms of the War Loan prospectus of 22nd November, 1915.

The instalments may be paid in full on the 16th day of October, 1916, or on any instalment due date thereafter, under discount at the rate of four per cent. per annum. All payments are to be made to a chartered bank for the credit of the Minister of Finance. Failure to pay any instalment when due will render previous payments liable to forfeiture and the allotment to cancellation.

Subscriptions, accompanied by a deposit of ten per cent. of the amount subscribed, must be forwarded through the medium of a chartered bank. Any branch in Canada of any chartered bank will receive subscriptions and issue provisional receipts.

This loan is authorized under Act of the Parliament of Canada, and both principal and interest will be a charge upon the Consolidated Revenue Fund.

Forms of application may be obtained from any branch in Canada of any chartered bank and at the office of any Assistant Receiver General in Canada.

Subscriptions must be for even hundreds of dollars.

In case of partial allotments the surplus deposit will be applied towards payment of the amount due on the October instalment.

Scrip certificates, non-negotiable or payable to bearer in accordance with the choice of the applicant for registered or bearer bonds, will be issued, after allotment, in exchange for the provisional receipts.

When the scrip certificates have been paid in full and payment endorsed thereon by the bank receiving the money, they may be exchanged for bonds, when prepared, with coupons attached, payable to bearer or registered as

to principal, or for fully registered bonds, when prepared, without coupons, in accordance with the application.

Delivery of scrip certificates and of bonds will be made through the chartered banks.

The issue will be exempt from taxes—including any income tax—imposed in pursuance of legislation enacted by the Parliament of Canada.

The bonds with coupons will be issued in denominations of \$100, \$500, \$1,000. Fully registered bonds without coupons will be issued in denominations of \$1,000, \$5,000, or any authorized multiple of \$5,000.

The bonds will be paid at maturity at par at the office of the Minister of Finance and Receiver General at Ottawa, or at the office of the Assistant Receiver General at Halifax, St. John, Charlottetown, Montreal, Toronto, Winnipeg, Regina, Calgary, or Victoria.

The interest on the fully registered bonds will be paid by cheque, which will be remitted by post. Interest on bonds with coupons will be paid on surrender of coupons. Both cheques and coupons will be payable free of exchange at any branch in Canada of any chartered bank.

Subject to the payment of twenty-five cents for each new bond issued, holders of fully registered bonds without coupons will have the right to convert into bonds of the denomination of \$1,000 with coupons, and holders of bonds with coupons will have the right to convert into fully registered bonds of authorized denominations without coupons at any time on application to the Minister of Finance.

The books of the loan will be kept at the Department of Finance, Ottawa.

Application will be made in due course for the listing of the issue on the Montreal and Toronto Stock Exchanges.

Recognized bond and stock brokers will be allowed a commission of one-quarter of one per cent. on allotments made in respect of applications bearing their stamp, provided, however, that no commission will be allowed in respect of the amount of any allotment paid for by the surrender of bonds issued under the War Loan prospectus of 22nd November, 1915. No commission will be allowed in respect of applications on forms which have not been printed by the King's Printer.

Subscription List will close on or before 23rd September, 1916.

Department of Finance, Ottawa, September 12th, 1916.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN



BRITISH



CLARK'S PORK and BEANS

are now as always the
leaders in

QUALITY

This is War Time

When you can get the
QUALITY at home, spend
your money to your own
and your country's advan-
tage. Keep it circulating
in Canadian and British
channels.



W. CLARK, LTD.

MONTREAL



If any advertisement interests you, tear it out now and place with letters to be answered.

Helps Sales
PURITY is a profitable
 flour to handle. It is widely
 known—moves easily—satisfies
 the housewife—helps to make sales
 of other goods in **YOUR** store.

PURITY FLOUR

More Bread and Better Bread
WESTERN CANADA FLOUR MILLS CO., LIMITED
 Millers to the People

33



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing. for ladies' and children's black shoes. (See cut.) Retails for 10c.

**Ask Your
 Jobber's Salesman For** *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them.
It is to your interest as well as that of your
customers and their pets, that you should
regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and
reliability. It will help you to keep old customers
and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.

VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

846

"It's not so much how much
you pay, as what you get
for what you pay." That's
why it pays to buy

GIPSY Stove Gloss.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.

33, FRONT STREET, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg.

For British Columbia and Yukon: Creeden & Ivory,
Rooms 5 and 6, Jones Block, 407 Hastings Street,
West Vancouver.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



The best value in Rice being
offered on Canadian
markets today.

Economy

A careful housekeeper uses *Sani-Flush*
to clean toilet bowls, because it saves
time and expense. Materials which
have less effect are waste-
ful and cost more for the
results accomplished.



Sani-Flush

is made exclusively
for this purpose. It
cleans toilet bowls
quickly and thor-
oughly. It does one
thing and does it well.
Save your customers
expense—make extra
profit for yourself by
selling *Sani-Flush*.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

The First Raisin Ever Advertised

Sun-Maid Brand Raisin is the first brand of raisins that has ever been greatly advertised. America is being told at last about this wonderful California contribution to the food wealth of a people, and is being aroused to a sense of what raisins really mean.

SUN-MAID Raisins

We are spending hundreds of thousands of dollars and reaching millions of people, telling them about the Sun-Maid Brand of Raisins. Get your share of this new raisin business. Order from your jobber to-day.

THREE VARIETIES

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), Seedless (from seedless grapes), and Cluster (on stem, not seeded).

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers

FRESNO, CALIFORNIA

MR. GROCER—

You should have an
"ELGIN NATIONAL"
in your store, because

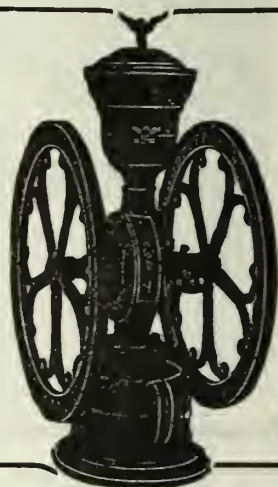
—The Elgin National Coffee Mill will steel-cut coffee faster than any other Coffee mill of corresponding size.

—Its lifetime durability and the perfection of the work it does make it the most satisfactory Coffee Mill obtainable.

—First cost is the only cost and this is quickly covered by quicker easier sales and a bigger turn over. Write for the Elgin Booklet No. 24 C. It will interest you.

WOODRUFF & EDWARDS CO.

Elgin, Ill., U.S.A.



"Without exception the ablest book ever published on the subject of Coffee."—*Mexican Investor*.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review*.

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette*.

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine*.

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger*.

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book."—*Grocers' Criterion*.

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal*.

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics*.

"The author, Mr. Joseph M. Walsh, is, without doubt, the greatest authority in America upon the subjects of Tea and Coffee. The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer*.

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald*.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada



The attractive interior of The Oxford Provision Co's. Store, Montreal, fitted throughout with Walker Bin Fixtures.

Look at the equipment of this store

NOTE the facilities for effective sanitary display that these fittings afford. The very appearance of things denote superior service—the service that builds permanent business by attracting new patronage and consolidating the old.

We fitted it and have fitted stores equally satisfactorily all over the country. For enabling dealers to give their customers the kind of service that counts, our fixtures are unequalled by any others.

Our fixtures are all well made, attractively finished and easy to serve from.

THEY preserve contents free from spoilage, and the superior display helps to promote quicker and more profitable selling.

WE will gladly supply you with full information without putting you under any obligation. Send a card to-day. Our proposition is sure to interest you.

The Walker Bin & Store Fixture Co., Limited
Kitchener, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



Are you a Brunswick Brand dealer?

Quality grocers everywhere are reaping big returns through selling the well-known

Brunswick Brand Sea Foods

The buying public have long ago recognized in these delectable sea foods a quality and goodness that is without equal. That is why Brunswick Brand sales are daily increasing and putting big profits in grocers' cash drawers.

You can put your fish department on a sound paying basis by selecting your next order from the following list:

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Get the Brunswick Brand reputation working for you. Order a supply today.

Connors Brothers
Limited

Black's Harbor, N.B.

**Why experiment?
Sell the depend-
able kind—Malcolm
Milk Products**



QUICK sales, satisfied customers and bigger profits always result from a display of these appetizing, Canadian-made leaders. Ask any dealer handling the Malcolm lines and you will find an enthusiastic faith in the selling value of these well-known milk products.

BBETTER still, send for a 5-case lot and prove the matter to your own satisfaction. We'll pay freight up to 50c per 100 pounds in Ontario, Quebec and Maritime Provinces.

The Malcolm Condensing Co.,
Limited
St. George Ontario

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. H. Millman & Sons

Wholesale Grocery Brokers

Special lines to offer in
different grades of teas.

Write or wire us if in
the market.

Mann, Laurie & Co. 78 King St., London, Ont.

Quality provisions and produce.

Write or phone.

Washington's COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

If you want the market on NEW BRUNSWICK POTATOES Wire or phone HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

Have you any POTATOES

to offer to the Toronto market?

If so, communicate with me.

My Mottos: EFFICIENCY and RESULTS

FRED J. WHITE

Fruit, Vegetable and Grocery Broker
27-29 Wellington St. East

TORONTO CANADA

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA

We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street
WINNIPEG MAN.

Domestic and Foreign Agencies
Solicited.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

C. H. GRANT CO.

Wholesale Commission Brokers
and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

W. H. Escott Co., Limited

Manufacturers'
Agents

Wholesale
Grocery
Brokers

Winnipeg Manitoba

BRANCHES:

Regina
Calgary

Saskatoon
Edmonton

ESTABLISHED 1907

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

CHAS. H. McDONALD & CO.

Manufacturers' Agents

Post Office Box 727, St. John, N.B.

We have splendid storage facilities and a first class connection with both wholesale and retail trade. Get in touch with us in regard to handling your line.

When you buy direct from the country of origin, and from

Fred. L. Myers & Son, The Sugar Wharf
188 Harbour Street, Kingston, Jamaica.

you will secure at lowest possible prices your requirements of Sugar, Rum, Pimento, Cocoa, Ginger, Honey, Annatto, Coffee, Kola Nuts, Lime Juice, Orange Oil, Goatskins, Divi-Divi, Wax, Sarsaparilla, Cassava Starch, Sheep Wool, Cattle Hides.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

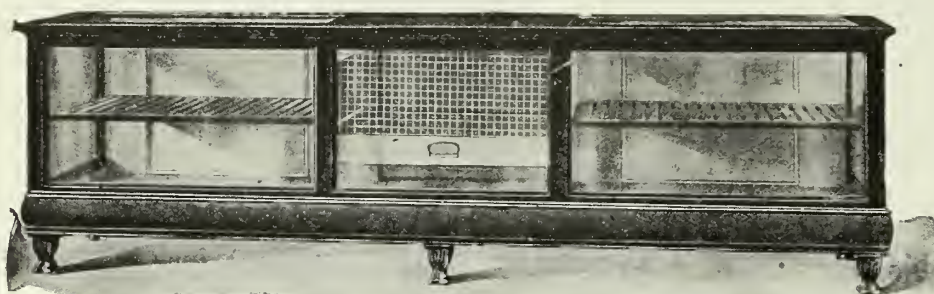
Phone Nos. 3595, 3596, 3597, 3598, 4656

**makes satisfied customers because
the quality is there.**

The present popularity enjoyed by the Tartan Brand Producers is proof positive that our motto, "Quality First," is producing new friends everywhere. There is no risk of disappointment in any Tartan Brand line. Prove this for yourself by replenishing your stock from the following: Tartan Brand Canned Vegetables, Fruits, Salads, Tea, Coffee, Spices, Extracts and Jelly Powders. We can supply your requirements in fancy groceries, foreign and domestic. Particular attention paid to mail orders.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

*You'll sell more perishable goods when you display them
in the Arctic Refrigerator Silent Salesman*



Women like to buy provisions from an Arctic —the goods look inviting.

The dry cold circulating air of the Arctic show case is your assurance that "goods well displayed will be well sold," for they will be fresh, sweet and clean and will give absolute satisfaction.

Ask for catalog and prices.

John Hillock & Co.

LIMITED
TORONTO, ONTARIO

Agents:—Quebec and Maritime Provinces:
C. M. Kirby, 2185 Esplanade Ave, Mont-
real. Western Ontario: J. H. Galloway &
Co., Hamilton. Saskatchewan: Western
Butchers' Supply Co., Regina, Sask.

Fruit Season Now On

Note These Prices:

6 oz.	Jelly Tumblers,	\$3.50	per gross
8 oz.	" "	3.75	" "
8 oz.	Table " "		
	Capp'd,	4.00	" "
$\frac{1}{2}$ lb.	Screw Top Jelly,	4.25	" "
$\frac{3}{4}$ lb.	" " "	4.25	" "
1 lb.	" " "	5.00	" "

Cases Free F.O.B. Toronto

Wire Stools, - - \$1.50 each

Scoops—Solid Aluminum, for Grocers'
and Confectioners' use.

Lyons & Marks

38 Yonge Street
Toronto

The Oversea Export Co., Limited
Norway

NORWEGIAN SARDINES

IN PURE OLIVE OIL

SPECIAL BRANDS to suit
individual buyers.

Place your orders now for early
fall shipments. Full particulars
and prices from the

Sole Agents:

Stewart Menzies & Co.

70 Lombard St., TORONTO

Make Your Grocery More Profitable.

If you will read these questions and answers, we shall be glad to show you how a complete National Cash Register will solve these troubles.

Do you always know that your cash is right?

You cannot know unless you have an accurate check on every cent that comes over your counter in exchange for goods.

Do you give goods away?

You do when you or your clerks "forget to charge" customers who buy on credit. In such cases the customers get the goods and you get nothing.

Do you ever pay bills twice?

You surely do unless you keep a permanent record of every cent you pay out as a safeguard against mistakes.

Do you ever lose customers by billing them after they have already paid you?

You do if you depend on memory, or on an uncertain system, to see that customers get credit for the money they pay you.



A complete National Cash Register will help you—if you want to make more money; if you want to make your clerks more efficient; if you want to save yourself from worry and work; if you want to get ahead.

**More than 1,500,000 have been sold.
And they pay for themselves as they go.**

Write us on your letterhead for the little book, "Hints to Grocers."

The National Cash Register Company of Canada, Limited, Toronto, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Put Shirriff's Where She Can See It

The familiar package suggests to her mind the sparkling, beautiful jellies which are so delicious and easy to make with

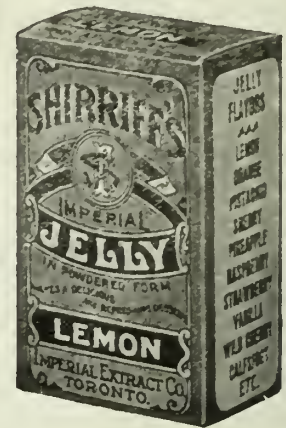
Shirriff's Jelly Powders

Handsome profits are worth multiplying. Rapid turnovers are the rule especially if you present the goods to the public with the added attraction of our special advertising window display fixtures.

Jellies made with Shirriff's have delicious natural fruit flavors. The customer only needs some good suggestion to be

stirred into buying action. Put Shirriff's where they can see it.

If you do not sell Shirriff's Jelly Powders write for particulars.



Imperial Extract Company, Toronto



"KEATINGS"
is another name
for a Powder that
surely kills bugs
and insects.

Keating's Insect Powder is known throughout the civilized world as a sure and effective insecticide. It is fatal only to insect life. It is harmless to animal or human life.

Grocers now everywhere in Canada sell more Keatings. It has become a regular line among Grocers' Sundries. It belongs among Groceries the same as Soap, Lye, Ammonia and similar articles, used for keeping the house clean. Your customers have all tried, or heard of "Keatings."

Made by Thomas Keating, Manufacturing Chemist,
Established in London, England, 1788

Sole Agents for Canada **Harold F. Ritchie & Co., Limited**

A Hundred Thousand Strong

That's the size of the army that every year passes through the Home of

Shredded Wheat

It is an army that inspects every detail of its manufacture from the whole wheat grain to the crisp, golden brown Biscuits of whole wheat. This army of "advertisers" is making business for you. You don't have to "talk" Shredded Wheat to your customers. It is the best advertised cereal food in the world. A fair deal for a fair dealer.



"MADE IN CANADA"

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited
Niagara Falls, - Ontario

64-U

If any advertisement interests you, tear it out now and place with letters to be answered.

How much does advertising a staple product help your business?

We are of the opinion that it helps you a great deal to sell your stocks promptly and we know that this view is shared by the great majority of retailers as well as many successful manufacturers.

To those grocers who are handling our goods we are giving a tremendous help, in the way of stimulating the demand for McCormick's pro-

ducts, through an extensive advertising campaign.

For our fall publicity we are using fifty of Canada's leading daily, weekly and magazine publications whose circulations total over one million and a half.

This means that our announcements are being read by from five to seven million people which include the majority of our population.

Are you "cashing in" on this publicity?

The McCormick Mfg. Co., Limited

General Offices and Factory: London, Canada. Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.

Knowledge of TEA Values, gained by an experience extending over 40 years, enables us to stand behind every sale, and guarantee satisfaction.

Some of our customers have been buying for over 25 years. We have teas from every producing country—217 lines in store at present.

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter St. - MONTREAL

Ribbing up the Liberal Party

HUNDREDS of men whom you know and sell to are tremendously interested either as supporters or opponents in the future of the Liberal party—in its policies, politics, and leaders. And these hundreds of men—Conservatives and Liberals alike—will want to read Gadsby's "inside" story of what is going on behind the scenes in the ranks of Liberalism in Canada.

Gadsby is "next" to big men at Ottawa and elsewhere. His ear is to the ground all the time. He is a pungent writer with a most incisive style, and he fairly scintillates in his article in the October MACLEAN'S—"Ribbing Up the Liberal Party."

This article will be followed in the November issue by another "inside" story of doings and movements in the Conservative party. Read the first of the series in

MACLEAN'S MAGAZINE for October

Some Toronto Liberals are bent on pushing Mr. Rowell, leader of the Ontario Opposition, to the front—as Sir Wilfrid's successor. And Gadsby reveals a great deal else of sensational interest. You can "cash in" on his article in **MacLean's**.



THE Mission of MacLean's Magazine is to give the Canadian people a **Canadian** magazine of the highest type and interest and to promote the spirit and progress of Canadian Nationality. Your co-operation in these commendable objects of **MacLean's** publishers is solicited. We have all much to gain by putting Canada first in sentiment, business and affection.

Other Good Things in the October MacLean's

Is Permanent Peace Possible?—by Stephen Leacock (in the role of a professor of political economy). Frequently Leacock doffs the mantle of the humorist, and dons his academic gown and speaks with an earnest seriousness—as a student, teacher and deep thinker. In this article, Is Permanent Peace Possible? he writes to make men and women think.

The Presidential Situation in the U.S.A.—by Agnes C. Laut. Miss Laut says that the German-Americans will support Wilson rather than Hughes, and gives her reasons. This is quite a contrary view to that commonly held, for we all know that the Hyphenates were "sore" on Wilson a few months ago. What has changed them? Miss Laut tells.

The Man from Athabasca—by Robert W. Service. Another "At the Front" poem by this Kipling of Canada. The stirring tale in verse of an old Athabasca trapper who left the hunting grounds of the Far West to do his bit in France and Flanders. A fine thing, this poem, admirably illustrated.

Present-Day Stage Favorites in London—tells of London's play-people who are entertaining the Canadian soldiers in London, at the camps and in the hospitals. Profusely illustrated.

Arthur Stringer and Arthur E. McFarlane continue their fine serials—*The Anatomy of Love*, and *Behind the Bolted Door*?

Robert J. C. Stead, a young Western poet of great promise, contributes verse entitled "In the Wheat."

"Janey Cannuck," Canada's First Woman Magistrate—a sketch of Mrs. Arthur Murphy, and incidentally a story of a phase of the Woman's Movement in Western Canada.

Review of Reviews—The best thing from the best periodicals, condensed for busy readers. One of the most prized features of every issue of **MacLean's**.



ORLANDO

(INVINCIBLE)

THE GROCER'S OPPORTUNITY

Grocers, especially in the "Dry" Provinces, should turn their attention to the expansion of their Tobacco and Cigar Business.

WEBSTER'S ORLANDO (Invincible) and WEBSTER'S CLEAR HAVANAS (in 14 sizes) are the particular goods with which expansion is assured. They are popular.

A Word to the Retailer.

If your jobber does not carry these lines, write us direct.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

Y & S STICK LICORICE

48 5c. Packages to Box

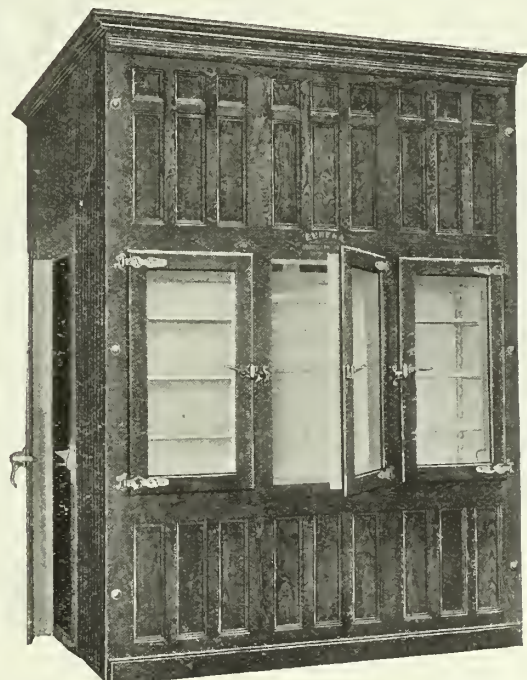


The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

The Only Patented Refrigerator in existence with warm air flues across ceiling of cooling room,



and connected with warm air flues around walls. Get the benefit of our 30 years' experience and write us for catalogue. Pat. 1900, 1910, 1914

REPRESENTATIVES: —
Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P. E. I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

EUREKA REFRIGERATOR CO., LTD.
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Groats and Robinson's "Patent" Barley

EVERY NEW CUSTOMER you get for these time-proven cereals means more business and good-will for your store. And every woman coming into your store is a prospect, and a good one, too, where Robinson's "Patent" Barley and Robinson's "Patent" Groats are concerned.

Displaying these popular cereals prominently in windows and on sales counter will net you many extra dollars of profit.

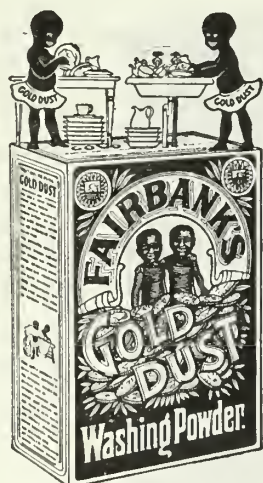
Try them out. Order a stock to-day.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



You have a steady seller in **GOLD DUST**

Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent. Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order.

THE N. K. **FAIRBANK** COMPANY

LIMITED

MONTREAL

"Let the GOLD DUST TWINS do your work."

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, SEPTEMBER 15, 1916

No. 37

After the Duck Hunters

The Open Season For These is a Good Time For the Grocer—Catering to Campers is Worth-while Job—The Campaign of One Dealer and His Business-Getting Ideas—Good Chance for Tobacco Department.

Fifth of the Masters' Series by E. A. Hughes.

BEFORE the time came, when hunters look to their rifles, and start in to buy ammunition with which to hunt for duck, J. T. Masters took the point up in a conference with his staff. You will remember that the last campaign he had was on selling house-cleaning goods for fall. He made a whale of a success with that, and he attributed it largely to what he called concerted action. He tried some more of it by way of preparing to get the duck-hunters.

"Boys," he said to his staff one day. "Soon we shall have with us the days when the fellows seek out all their old clothes, and take a gun and a tent and some grub up to this place and that and shoot duck. Now, there's a lot of money to be had from these duck-hunters for their outfits. They need all sorts of things which we handle. Things like condensed milk, coffee, biscuits, bacon,—these are a few of the many food-stuffs required.

"I suppose you will be running some ads as usual," said Manton when the Boss paused.

"Yes, here is one I have prepared already."

(This is reproduced on this page.)

"You will notice," continued Masters, "that I have made a special appeal to duck-hunters, and I have tried to make it arrestive by the initial question, 'Do you hunt duck?' I have also tried a double column space by way of a change, and I am running rather more lines than



The hunting season as seen by the cartoonists.

usual. We shall have one ad. a day in each of the papers here, beginning tomorrow. This will get in a little missionary work before the season actually opens. Not only do I hope thus to get those who have been on lots of these hunting expeditions before, but also to get other men thinking of going, and therefore needing necessities of outfit which we can sell them.

The Window Display

"This campaign is one which lends itself excellently well to a crackerjack window display. What are your ideas on the point, Cooper?"

Windows are Cooper's forte.

"I think if we rigged up a tent some how and made that the central point of the display, we would make a hit," Cooper answered, after thinking. "It would be new for a grocery window in this town. Suppose we had the base of the window covered with dried grass, and a tent made of calico or some such material, in the middle. We could include that gun of yours, Mr. Masters, and have some empty cartridges lying

around on the grass. Then, we could build a tripod of strong twigs, and find some battered old pan—the older and more battered the better—and arrange an electric light through some red paper to give the effect of a fire. It wouldn't take much trouble and it would make people stop and look at it as they passed. Then, on one side I would suggest you have a pyramid of various foods, such as you

just mentioned, coffee, condensed milk and so on, as many as possible and as different. This should stand fairly near the tent so that the influence is so clear that it is grub to be used on a hunting expedition, that no one could mistake it for anything else."

"If we could collar a couple of decoys from somewhere," broke in the junior, slangy but to the point.

"That's a good stunt. Nobody could imagine that it was intended for a sort of summer picnic then," agreed Masters.

"So much for the window," he went on. "Inside the store we would follow our usual procedure. A couple of unit displays of hunting fare, similar to what you have in the window, should be on tables near the door, or better, say one on a table and the other on the end of the counter. We should want some cards written, which would tell plainly, shortly and effectively what the idea was. This you would all bear out too in your actual selling. When you get a customer in the store for anything, from the least of groceries to the greatest, put in a



DID YOU EVER SHOOT DUCK?

IF SO, it's no news to you that duck hunting opens on the first of this month. All you men who have been looking out your gun and getting it and digging out your old hunting togs can hear the call of the wild, and are out after it. If you read this ad. or if your women folk read it it will tell you where to furnish the other side of your kit, the side equally as necessary as ammunition—in one word “grub”.

—YOU WILL NEED

Tinned meats; beef, tongue, every-ready at a moment's notice for the hungry hunter. Corned beef tinc
Prime tonguec
Meat Extracts? A cup of ———, prepared in a trice, will make you warm and keep you warm, if even the weather should turn a bit nippy. Small jar, —c; largec
Coffee is indispensable. Hot coffee at the camp tastes mighty good. Buy “———” brand. Per tinc

Bacon! You never camped yet but you cooked your own rashers! We have “———” brand; per lb.c

Eggs, new laid, doz.c

Syrups: corn and cane are et ceteras always appreciated at camp.

Corn syrup, per tinc

Canec

WE CAN FILL YOUR BASKET

Be sure you see us before you go. We are here to serve.
You know the store

J. J. MASTERS

Phone 52

Main and King Streets

An ad. suggestion for getting the hunting season trade. Electrocs of the illustration can be secured from Canadian Grocer at cost.

word about duck-hunting. Ask her if her husband is interested. Tell her we're doing a whale of a business in this sort of thing just now. If there's anything doing, her mind will go naturally to outfit, and you've all learnt by now how to press home the point. We're luckily placed in this town; right in the heart of a great duck-hunting country, and people come from far and wide to get some sport. So that the subject will be easily introduced. Try it out on everyone. I'm confident we'll get results. Now is there any other point?"

The junior had been bursting for ten minutes to say something, we all knew it. Red in the face, he now jumped in.

"You left out tobacco and soft drinks from that sample ad., Mr. Masters. Isn't this a good chance to get in some good work for those departments? A man out with a gun all day never has his pipe out of his mouth. He'll need about half a pound of tobacco during the week."

"Bully," said Masters, "That's a real idea. There's a big chance there for work in the cigar and tobacco end. And the same applies to soft drinks, perhaps things like lime juice essence, and so on, most of all. We'll get right after that."

So with plans made well ahead, and each man having something special to attend to, the Masters store went after the duckhunters.

New Potato Centre

Secretary of Ontario Retail Merchants' Associated Returns from Organizing Trip Through Northwestern Section of Province—Branch Established at Fort William With 75 Members.

“THERE is a marked development of the potato-growing industry around Fort William, and in the northwestern portion of Ontario,” said W. C. Miller, secretary of the Ontario Retail Merchants' Association, who recently returned from Winnipeg, where he attended the meeting of the Dominion Board of the Retail Merchants' Association. After leaving Winnipeg, Mr. Miller spent some time in the northwest section of Ontario doing organizing work.

“This section of Ontario is a coming potato-growing district. In time it bids fair to rival New Brunswick in the amount and quality of potatoes grown. A trip through that section, at the present time, will convince one of the direction in which the farming industry is heading. Passing through on a train or driving over their roads one will see patches of potatoes planted on land that in parts had stumps on it. The quality of the potato is fine. One of the advantages that the neighborhood has is the freedom from potato bugs. The late frosts in the ground evidently have an advantageous effect in this respect. Farmers get on the ground early and prepare, in some instances, even before the frost is well out. Considerable quantities of potatoes will be produced there this year, and will probably help out to a certain extent the shortage that will be experienced in the older potato-growing sections of Ontario.”

Merchants Satisfied

Mr. Miller found the merchants in that section of the province prosperous and satisfied with their condition. There will be good crops around Fort William and Port Arthur this year. “We expect to secure a good membership to our association in this section of Ontario. A branch was established at Fort William where already seventy-five members have been secured. Other branches have been started at Port Arthur, Keewatin, Fort Francis, Rainy River, and Kenora. In this district there will be a permanent organizer in charge of the work, in the person of T. J. Maher. Another district organizer will be put into the Thunder Bay district. J. P. Kenney will look after this work. This is a new section of the province and they are ready for organization there. They take to the idea readily and we anticipate a large membership to the association from that quarter.

Grocers Out for Early Closing

Toronto Branch Decided to Ask Toronto Executive For All Retail Trades to Take Matter up With View of Securing a Law—Fort William, Ottawa and Winnipeg Already Have Early Closing.

THE Toronto Branch of the Ontario Retail Merchants' Association on Monday evening of this week decided definitely to go after the early closing plan in an energetic way. At their instigation the matter is to be brought before the executive of the Ontario Society, where it is hoped some plans will be devised for going about the work effectively. The idea is to get a general closing by-law for the city. It was pointed out that such by-laws had been secured in Fort William and Ottawa, and that much success had attended their operation. In the city of Winnipeg a very effective law is enforced which makes it punishable by a fine of \$50 for any kind of a store to keep open and sell goods after 6 o'clock in the evening and after 10 o'clock Saturday night.

Great interest was manifested in the project as soon as it was brought up at the meeting. One member said he was willing to dig down to the extent of \$25 by way of a subscription to see the thing through. F. C. Higgins, chairman of the Toronto branch of the grocers' section, stated that, in his opinion, one of the difficulties is to get a definition of what a grocer is. There are many confectioners and fruiterers who will not close their stores if it applies only to grocers. Yet these same men in many instances carry a small stock of groceries and would sell these to the detriment of their next door competitor if allowed to keep open.

The statutes that provide for an early closing by-law were produced by W. C. Miller, secretary of the Ontario Retail Merchants, and on the section being read by F. C. Higgins, bearing on the subject, it was decided that the present law leaves too many loopholes. Mr. Higgins thought this was one of the difficulties that would have to be encountered. It seemed to him that it was necessary to make an effort to get at least two-thirds of the grocers of the city behind the movement by the attachment of their names to a petition. When this was done an approach could be made to the city council with the idea of getting a by-law passed providing for early closing.

W. C. Miller stated the early closing had been working most advantageously in Winnipeg and Fort William. In the latter place, the stores close every evening at 7 o'clock and on Saturday at 10 o'clock. In Winnipeg the closing hour is 6 o'clock. R. Dowson thought the idea was practicable for every kind of

store except restaurants. He was of the opinion that it should be the aim of the grocers to secure a general measure that should apply to all classes of business. What was good for the grocers was also good for other lines of business. In the case of the restaurants allowed to keep open, a provision could be made that everything sold by them in the way of fruit and bread would have to be consumed on the premises.

Thinks It Can be Secured

D. Nicholson was optimistic over the possibility of securing such a measure. "We want to get our names down to a petition as soon as possible and come across with a certain measure of financial assistance, and there is nothing that we ask for in this line but will be granted. They have been able to get effective legislation along this line in other cities, and Toronto can certainly get it if she goes after it in the right way." Mr. Folk believed it possible to increase the membership of the Toronto branch fully one hundred per cent. by endeavoring to get the merchants together on such a proposition. There was scarcely a merchant but who is heartily sick of having to spend every night in the week in his store. But when one storekeeper in a community does it the others are forced to keep open in order that his trade may not be stolen by the other fellow.

Disgrace to Retail Trade

F. C. Higgins thought it was the disgrace of the retail trade that such a condition prevails. "It takes the sap from a man's life, this constant toiling through late hours. Fortunately, in our neighborhood the merchants have a sort of gentlemen's agreement among themselves that they will close every night at six o'clock. But every section is not so favored. For the good of the trade, I would like to see all merchants enjoy their evenings. There is no other branch of industry where it is necessary to spend such long hours to make a living, and it ought not to be necessary in the grocery trade or any other branch of merchandizing. We have been habitually throwing the fruit business into the hands of the Italians, perhaps because we have been unwilling to spend such long hours as they do in the pursuit of trade. But this is a condition that is unnecessary if a general closing law were enacted and enforced."

Should License Classes

D. W. Clark thought one of the difficulties to be overcome was the definition

of what constitutes a grocer. To this end he would be in favor of getting the city to issue licenses to all business concerns in order that they may be properly classified. When the license, given for a nominal fee of perhaps 50c or \$1, was made out for a grocer, it would be impossible for him to say that he was a fruiterer when it served his purpose best. He was of the opinion that the branch should endeavor to work by classes first.

Executive to Take Up Matter

On motion of R. Dowson, it was then decided to bring the matter before the Toronto executive with the idea of having a petition prepared for all branches of the retail trade. D. W. Clark, as chairman of the Toronto executive, promised to use his endeavors to see that the matter was brought up at the earliest possible time.

A PRESENTATION MADE TO TORONTO TRAVELLER

Robert Muat, the pioneer traveller in Canada for H. J. Heinz & Co., was the recipient of a handsome gold watch suitably inscribed in recognition of his long services as representative of the company.



Robert Muat

The presentation was made at the close of their Travellers' Convention, held in Toronto Sept. 7th, by G. D. Watson and F. J. Mullen, district manager, on behalf of the company. Mr. Muat at one time covered the whole Dominion, later becoming city traveller in Toronto. For over twenty years Mr. Muat has been travelling for H. J. Heinz Co.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY LIMITED.

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—142-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Hnestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. Cleveland—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England. Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, SEPTEMBER 15, 1916

No. 37

EDITORIALS IN BRIEF

THE DATE of this issue is September 15th. One day before Ontario sings its famous swan song.

* * *

THREE out of five eggs bad is the record of one store in the States. What a fragrant reputation!

* * *

DRINK to me only with thine eyes will now be in order in Ontario. Either her eyes or two per cent. beer.

* * *

THE PUBLISHER has bad dreams nowadays, dreams in which the goblins of Higher Paper Costs play a prominent part.

* * *

SOME friend (?) read an editorial in this paper on "The Dignity of the Raisin." He said he didn't think its dignity wanted raisin'. Friend (?)

* * *

WELCOME, gentle oyster, harbinger of autumn and winter days and evenings. Taken wisely, how succulent you are. Taken too well, how much to be regretted!

* * *

EXHIBITION was a whale of a success. Were you there? If not, you can get a lot of the good you would have gotten by studying the Exhibition Section in this issue.

COFFEE AND ADULTERANTS

CHIEF Analyst, McGill, of Ottawa, announces in a bulletin, that the result of examination of samples of coffee shows that the percentage of genuine samples is a trifle smaller than five or six years

ago. He examined 407 samples, finding 341 genuine, 28 more passed as containing infinitesimal amounts of extraneous substances, 3 doubtful, and 35 adulterated under the Act. In two or three cases of doubtful or just-passed samples, chicory and roasted grain was found, and though chicory was declared on the label, roasted grain was not. Under the Act it is insisted upon, that all adulterants or foreign ingredients at all shall be declared on the label of the package. The percentage of genuine samples, while a high one, is nevertheless a slight falling-off from what was the case five years ago, and is to be regretted. Grocers should study with particularity and care the labels of coffee or any other packages in order that they may know just what they are buying and selling again.

FOLLOW THE MARKET REPORTS

CANADIAN Grocer once more is among the prophets. In the issue of September 1st said, in discussing the sugar situation: "A decline is predicted," and went on to show that a decline would, in all probability, occur within a few days. In the issue of September 8th, surprise was expressed that the decrease in price had not yet materialized and again a prediction was made that sugar prices would drop. Just after that issue went to press there was a decline of forty cents in sugar. The trade has had experience after experience of this kind. By following the market reports closely money can be saved. Retailers who took heed of the prediction, in the issue of September 1st, and held off their purchases—if it was possible so to do—would certainly benefit by buying at the lower level. Many of them would have had no other sign post but this, their familiar trade paper, to guide them in this matter. Thus they were

certainly saved money, forty cents a hundred, to be exact. The market columns are the most important single department of this paper, and grocers will be able to save dollars by careful and continuous study of them.

CHEQUES AS RECEIPTS

RECENTLY, a grocer declared himself annoyed because a manufacturer had neglected to send him a receipt for a cheque in payment for goods received. This prompts the reminder that when payment is made by cheque a receipt is never necessary. The cheque itself is a receipt. If it is wanted for file purposes the drawer can recover it again from his own bank and place it on file, and in any case the stub of his cheque-book is sufficient to remind him that he has paid the cheque, which cheque has been paid by his bank for him. Moreover, in due time, any and every cheque comes back to the drawer from the bank wherein his money is deposited. Positively no receipt is necessary. Moreover, it is not now customary. Efficiency is our modern watchword, and it is inefficient for a payee to have to make out a receipt, employing time and trouble, and spend stamps in mailing it, when all the time the cheque itself was as valid and sure a receipt. In days of old when money was paid for accounts in cash or in bills, some acknowledgment thereof was necessary. Payment by cheque entirely obviates this necessity. Our friend need not feel aggrieved because the manufacturer neglected to send him a receipt. The mere acceptance of his cheque was receipt enough.

TIME TO SELL PEACHES

THESE are the days when the peach season is in full swing, and grocers should be capitalizing the fact. The crop is fair to middling, and the retailer's opportunity is to urge that the consuming public lay in their stores now, with a view to being prepared for the coming winter. The peach makes an excellent preserved fruit, and whether in winter preserved or in autumn fresh, is equally palatable. The grocer has a great chance for selling peaches because they make such admirable displays. Probably no other single line can be made more attractive in window display than this. Of delicate coloring and appealing to the appetite, peaches are a line *par excellence* as a chance for a special campaign on the part of the grocer. Various methods are resorted to. One in particular is worth while. This is the selling ahead of actual supplies. One retailer, known to us, always has orders for forty or fifty baskets ahead before he sends in his order to the wholesale fruit man. He is therefore sure of that number, and can safely order a number of baskets more, because of the excellent chance for display which peaches give. This selling ahead prevents over-buying to a large extent. From

now on, to the end of the peach season, the grocer should make the most of this opportunity.

IT IS INEVITABLE

THE situation with reference to paper supply is growing more serious all the time. Recently a conference of newspaper publishers was held at Fort Frances, Ontario, at which the head of one of the large paper mills gave the reasons for the shortage and the high prices which now prevail. The shortage followed a severe scarcity of raw materials and of labor; the higher prices are the result of higher wages and a most unprecedented jump in the cost of all the materials that go into the making of paper. However, all this is now more or less familiar to the public. The real point of his address was a prediction that paper prices would remain high, even after the present crisis is passed.

With this possibility, nay certainty, facing them, publishers all over the country are taking the only course open to them. A sheaf of clippings is before the writer containing information of advances announced within the last few days in subscription rates.

Reading matter is the only item of every-day life that has not advanced of recent years, but the inevitable has now come to pass. Subscription rates must go up or publishers must cease publishing. That the public will accept the situation fairly and sensibly is a foregone conclusion.

OYSTER SEASON OPENS

THE season for oysters is with us again, and merchants are looking to trade in this line. Incidentally, though, many associate September as the first month for oysters, an ever-increasing number of merchants handle oysters all the year round, and that to their profit, if they know how properly to take care of this trade. At any rate, September now being here, grocers should certainly avail themselves of this avenue of profit. The day has gone, when the bivalves are considered as foods of the luxury class. Canvas-backed duck, terrapin, pate de foie gras may still be food for the very wealthy, but the oyster is the joyous plate of folk of all kinds of incomes. It should be remembered that the oyster is highly nutritive, easily prepared, and comparatively cheap, in these days of high prices for meat. Moreover, oysters compose not one but a number of different dishes, and can be prepared for all kinds of occasions from the family dinner to the evening party. It is indeed, particularly suitable for this latter kind of function and as winter approaches sales for this purpose will be many.

Supplies will, it is said, be adequate this year, and sizes excellent. Grocers who have overlooked oysters, so far, should certainly start right in and cash in on this growingly popular foodstuff.

To Meet the Mail Order Menace

The Relation of the Post Office to Mail Order Activities — What the Retail Merchants Must Do to Combat the Growing Power of Catalogue Houses.

THE following is a verbatim report of an outstanding address delivered by E. M. Trowern, secretary of the Retail Merchants' Association of Canada at the Manitoba Provincial Convention.

The subject of "Mail Order Houses," commonly so called, and how they should best be dealt with so as to retain in the community the trade that properly belongs to it, is one that has caused many writers and public speakers as well as representatives of the Government, both in Canada and in the United States, a great deal of thought and consideration.

In order to deal with this subject properly, we must consider it in its broadest and fullest sense, without fear or prejudice, as to how much, or how little trade these concerns may or may not secure in any municipality in which they do business, through, and with the assistance of the P. O. Dept. of Canada.

In the wisdom of the Government and of the people of Canada, it was decided some years ago that provision should be made to establish a postal system under Government management to carry letters, circulars, newspapers, journals, magazines and parcels, not only throughout Canada, but under reciprocal arrangements to all parts of the world.

In Canada there are about thirteen thousand Post Offices of which about five hundred are owned by the Government, and have been built under the direction of the Department of Public Works, and the other twelve thousand five hundred are owned nearly altogether by retail merchants, who receive a small sum per annum from the Post Office Department at Ottawa as rental, and who also receive a small sum for their services as post masters. The appointments to these positions are generally made to those who are supporters of whatever Government may happen to be in power when such positions are vacant. This system also applies to the appointment of all postmen, throughout Canada, including officials of the Department. Many persons are under the impression that the entire postal service is owned and operated entirely by the Government, but this is not the case. The Post Master General's Office at Ottawa, and the post masters, and the postal clerks, and postmen, who are engaged in the five hundred post offices that belong to the Government, are paid by and are in the em-



ploy of the Government. The transportation of the mail, on railroads or steam boats or by rural mail carriers, and the collecting of the mail in many municipalities, and throughout a vast number of places in Canada, is all done under a

contract with private persons or privately owned company railroads.

According to the receipts and expenditures of the Postmaster-General's reports, the sale of postage stamps for the delivery of letters, leaves a margin in favor of the department, but the delivery and the handling of parcels causes a large deficit, and absorbs far more than the profit that is made by the handling of letters. By some of the members of the Government this loss is not admitted. They fail to recognize the fact that all alterations, repairs, cleaning, caretaking, lighting, etc., are charged to the Department of Public Works and not to the Postmaster-General's Department. This, we think, is not a proper system of bookkeeping, nor a proper method of conducting the department.

In our opinion the entire cost, no matter what the cost of the Post Office Department may be, should be charged to that department, and each service in that department should be self-sustaining. If the sum of two cents is too large an amount to carry letters throughout Canada, the cost should be reduced and the rate that is now being charged for carrying parcels, which is too low, should be increased, so that this service will not only be self-sustaining but so that it will pay the rural postmasters and the rural mail deliverers a better remuneration than they are now receiving.

These statements are made to show the provision that is made to conduct a mail order service throughout Canada, and the manner in which it is carried on. It must remain unquestioned, that a postal system is needed, whether it be conducted under Government contract, or partly by Government ownership and partly by Government control, but the main thing that we must insist upon is, that it must not be conducted for the benefit of a few mail order houses at the expense of the people. The question here might properly be asked, what proportion of the mail order service of the P. O. department is used by the merchants generally throughout Canada, in proportion to those concerns known as purely mail order houses. It is our belief that the purely "mail order houses" use the service at the present time to a far greater extent than the ordinary merchant, for reasons which we will explain further on.

In considering any proposal to tax or collect a further charge from mail order houses than the charge paid to the P. O. department when the parcel is shipped, the same would have to apply to all catalogue houses alike that sold goods delivered by the use of the P. O. department, or a distinction would have to be made specifying who should or



The country is flooded by mail matter from these well organized catalogue houses.

should not be asked to pay the additional tax. Take, for instance a merchant who sold automobiles and automobile parts, of a certain make, or a dealer in farm implements, or an optician, or a merchant who dealt in trusses, or wigs, and who solicited their business through catalogues. If a customer, living in some out of the way country place desired some part to replace a broken part of the automobile, or the farm implement, or the eye glasses, or the truss, or the wig, and they could procure it only from the person issuing the catalogue, do you think that it would be reasonable to put these mail shipments in the same class as the general merchandise shipped by what is known as the common "mail order house?" We think that it would not and if we argued in favor of any such plan we would arouse a just opposition that would react against us and injure our cause.

Canada is, as yet, a sparsely populated country of great extent, and those who are isolated from the cities, towns and villages must be considered, as well as those who use the mails, such as retail merchants, dentists, doctors, and others, who have delivered to them, by post, parcels from the wholesale houses and from the manufacturers. The question we have to consider then resolves itself into this:—Is there any better way of delivering small parcels, to any and every part of Canada than it is now being done by the parcels system? To send small parcels by express would limit them to places where the express companies have their offices, and the same would apply to shipping by freight, which in the case of some retail merchants would be out of the question.

As it therefore seems impossible for us to do without the parcels post service, the cause of our trouble must lie with its use, and abuse, and not with the fact that the service exists. Let us now ask ourselves, what is our complaint against those who use the parcel post system and whom we designate "mail order catalogue houses." To condemn the issuing of all catalogues would not only be unwise but it would be absurd. Catalogues are issued by nearly every manufacturer, illustrating the lines of goods they manufacture, and these catalogues are a great help to both the whole-

sale and the retail trade. Many retailers take orders from their customers for various patterns of goods that they do not happen to have in stock, from wholesale or manufacturers catalogues, or they hand out to their customers, or mail to them, catalogues of certain special lines of goods that they are agents for, and which they have had prepared and printed, or which have been supplied to them by the manufacturer. Retail jewelers, dry goods merchants, hardware dealers, sporting goods dealers, piano and musical instrument dealers, merchant tailors, boot and shoe dealers, hatters and furriers, etc., etc., all issue catalogues. Some of them find that it pays them to do so, others find that it pays them better to advertise in the press, and in other ways. Some quote prices in their catalogue, others do not. Whether a catalogue is published, or a large or small space is taken in a newspaper, illustrated or not illustrated, and with prices quoted or not quoted, or whether a leaflet is published, if the mail ordering public be reached through the use of the mails, if the mails carry parcels at a loss, the effect is just the same.

The loss that the Government is making by carrying goods through the mails at less than the cost of the service, applies equally to goods that are honestly made and honestly advertised, as it does to goods that are dishonestly made and dishonestly advertised. The first step then, that should be taken in this matter by our Association, is to insist upon all goods that are delivered through the mails being delivered at not less than the cost of the service.

The real fault then, that must be remedied does not lie in the fact that a firm publishes a catalogue, or a circular or places an advertisement in the press, or does a purely mail order business through catalogues or not, but it lies in the possibility of statements that are printed therein being false and misleading. Therefore, the second step for our Association to take is to see that all persons who falsely advertise goods whether in catalogues, in pamphlets, in the press, or in any other manner, shall be prosecuted and in common fairness this surveillance must extend to other ways used to attract the buying public such as show-windows, etc., and proper financial pro-

vision must be made by us for that purpose.

One of our troubles in the past has been in too often allowing all sorts of false statements to be published in the press and by mail order houses and by others without contradicting them, and the public have accepted these false statements as the truth. Not long ago a company was formed in Ontario called the "Canadian Mail Orders" Limited. A prominent solicitor and member of the Ontario Legislature was president, an ex-Minister of Agriculture was vice-president. It was a chartered company with authorized capital stock of \$1,000,000.00 divided into shares of \$10.00 each. An elaborate prospectus was prepared, and the usual stock promoters were let loose as benefactors to benefit the unsuspecting and innocent public, and to do away if possible with what they called the "middle man's" profit. Among the arguments that were used the following appeared.

"It is the only intermediary between its customers and the manufacturers, and it eliminates thereby a tremendous profit which now goes into the pockets of the wholesale and retail merchants."

"Its customers are enabled to buy their goods at prices which mean a saving to them of from 20 to 40 per cent.

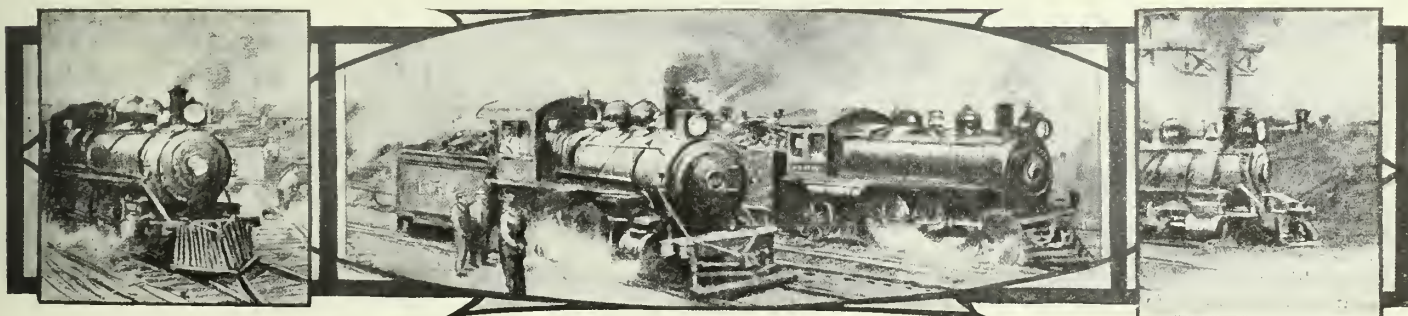
"The first preference stock holders shall receive a dividend of 7 per cent., and just as much more as the amount of business done permits—probably 50 per cent."

"In addition to the above every shareholder will be entitled to receive 5 per cent. on all of their purchases from the company's catalogue."

To further show the prospective shareholders what they might expect and so as to induce them to invest, the following illustration was given:—

"Ten years ago a Chicago capitalist invested \$40,000.00 in a mail order business. He was connected with the business for six years and sold out at that time for considerably over one million dollars, in addition to having received very large annual dividends during that period. In six years the mail order business had netted him over thirty times his original investment.

"We ask you, therefore, what may be
(Continued on page 53.)





Manufacturers Co-operate With Trade

Exhibit at Canadian National Should Help the Dealer to Bigger Trade — Many Valuable Pointers for Window Displays—The Million Was Nearly Reached This Year, Which is a Good Index to Healthy State of Trade Generally.

ONCE more the Canadian National Exhibition has come and gone. Over nine hundred thousand people saw it this Federation Year, and pronounced it, from every standpoint, the best yet.

For the trade the great value of the Exhibition to the hundreds of grocers who came to see it is undoubted. Better than ever were the exhibits, by manufacturers of foodstuffs, of their various lines. In succeeding pages there are reproductions of over twenty outstanding displays. Many grocers saw these for themselves last week and the week before. By thus having them in black and white the grocers will be perennially reminded of the new ideas used in the various displays, and by reference to them time and again, they can reproduce the displays in part, and at least get many new ideas from them for their own windows.

These demonstrations of foodstuffs mean much to the grocer. Nearly a million people saw them. Some percentage of that million are your customers. It is now up to you to indelibly impress on your customers' minds the things they saw at the Fair, to their advantage and to your own profit.

Now Is the Time

The exhibits of manufacturers may be termed missionary work. Some showed

entirely new lines. Others gave wider publicity to lines already established. This missionary work prepares the ground for the grocer. It sows the seed: the time to reap the harvest is right now. The fair is fresh in people's minds. They will remember much of what they saw. Emphasize it to them again by pushing the lines in question. And do it now. By window display, by unit display in the interior, by any and every means avail yourself to the full of this co-operation on the part of the manufacturer with you.

It may fairly be said that manufacturers excelled themselves in the all-round attractiveness of their displays this year. The pages following corroborate this. No expense was spared to make the best possible impression, and energy and time were given by exhibitors to explain to the big crowds all about the foodstuff displayed.

A special word is due to the exhibitors in the Industrial and Process Buildings. Refrigerator systems, machinery for safeguarding the cleanliness of packages, and various displays of equipments were all admirable, and deserving of the attention of the trade.

The excellent all-round showing of the Canadian National Exhibition, demonstrates that business in Canada is in pretty good shape. Twelve days

secured 909,000 people. That indicates the popularity of the Fair. Owing to the reciprocity in automobile licenses many Americans visited this year. The public were in a spending mood, though it was a mood of sane spending. Every department of the Fair was satisfied, and all declared it "Better than Ever." It is a good index to the healthy state of business generally.

QUEBEC CROP POOR.

It is reported that the condition of the Quebec potato crop is a very critical one, although New Brunswick, on the other hand, reports its potato crop to be in good condition. This latest news following the report that the Ontario crop is practically gone, has added to the feeling in Quebec province that potatoes may continue as now to be high for the time of year.

A CORRECTION

In a recent issue, the turnover in flour and feed of E. W. Hay, general merchant, at Falkenburg Station, was given as \$1,200. This should have been \$12,000 to \$15,000.

W. A. Lingham, Montreal manager of the National Cash Register Co., returned recently from a trip to Newfoundland.



Hobart Manufacturing Co.'s display was a continual centre of interest.

The Hobart Manufacturing Company

JUDGING from the continuous crowds attracted by the exhibit of the Hobart Manufacturing Company, it was evidently a feature of unusual interest to those visiting the Industrial Building. The display included several types of electrical-driven machinery, viz., coffee mills, meat mincers, peanut butter grinders and cake mixers, with various attachments, of value to the grocer, butcher and baker. There was also exhibited the latest improved model of a Van Berkel meat slicing machine, the Hobart Manufacturing Company having recently been given the Canadian agency for the Van Berkel Company, as announced in the Canadian Grocer some time ago.

It is a fact established by the various coffee roasting associations and individual coffee experts that the proper

grinding of coffee is one of the most essential features in producing the best cup value. The Hobart Electric Coffee Mill has been developed with the dual idea of grinding coffee in the most approved manner, and a superiority in mechanical construction. The Hobart method will certainly increase the grocer's coffee sales and profits, as, among other advantages, it enables him to deliver coffee to his customers "just fresh ground," and fine, medium or coarse, as they may wish it. A special feature in coffee mills was one which extracted the chaff while grinding the coffee.

The Hobart Electric mixer came in for its share of praise, and was decided to be of exceptional value to grocers conducting a bake shop in connection with their grocery business.

The Van Berkel slicer, so well known

to the grocery trade throughout the country, both as to quality of construction and performance, came in for its share of attention. Many grocers were heard to claim that the sale of cured meats is advanced by the use of proper slicing machines, and that the usual shrinkage from slicing by hand is thereby practically eliminated. The three exclusive features, and the most prominent of the many improvements in the new Van Berkel slicer which attracted especial notice and comment, were the improved individual meat grip, the slice support and the adjustable bacon rinder.

The reputation of the Hobart Manufacturing Company is such that those purchasing its products know that they have the whole strength of the company behind them. Top-notch performance and efficient service is the record which this company has established, and this is guaranteed to every purchaser of Hobart or Van Berkel equipment.

Thousands of Mothers Saw Borden's "Baby's Welfare" Exhibit at the Canadian National Exhibition



Borden Milk Co.'s exhibit was crowded all the time.

1,500 babies were weighed in the baby weighing machine which Borden's featured in the centre of their display. This gave them an opportunity of having a talk with mothers, and it was gratifying to note that a very large majority of the bottle-fed babies were successfully raised on EAGLE BRAND CONDENSED MILK. Every mother was an enthusiastic booster for EAGLE

BRAND, because in each case the babies were healthy, fat and happy.

Mr. Grocer, by recommending EAGLE BRAND where bottle feeding is necessary you will do a service to your customer.

Convince yourself of this by enquiring from anyone who has raised a baby on Eagle Brand.



Crowded as usual—the display of Reindeer Condensed Coffee.

Why Was Borden's Reindeer Coffee Exhibit So Popular?

Grocers who were fortunate enough to get into the front row of the throng that was continually in front of Borden's Reindeer Coffee booth can answer this.

They found that nearly everyone who tasted its excellence left an order, be-

cause the public was impressed with its convenience. The milk and sugar having already been added, to prepare, you just add boiling water. One 25c tin makes thirty cups; there is no waste—you just prepare what you are going to serve. Figure this out from an economical standpoint.

"THE BOYS AT THE FRONT"

Have been sending requests for Reindeer Coffee.

See that you have this line displayed as a suggestion to be included in Christmas hampers.



Red Rose Tea cured the thirst of more thousands than ever this year.

RED ROSE TEA

A LADY came to the booth of the Red Rose Tea, and bought a coupon, which she subsequently redeemed on a package of Red Rose Tea at her own grocer's. She was given a cup of tea, as were thousands of others during the two weeks of the Canadian National Exhibition. This plan of having as many as wish taste their tea quite free was an innovation for which the public have come to be grateful, and the Red Rose Company proud.

The lady sipped the tea. The glow of satisfaction which a cup of tea that " . . . is good tea" alone can bring spread over her features. She said:

"But that's better tea than the Red Rose I am getting."

"What price are you paying, madam?" she was asked.

"Forty cents, and it isn't the same tea as I had two years ago. Why?"

It was explained to her. " . . .

And so it was a case of advancing prices and maintaining every bit of the quality which our public had come to know, or else keeping the prices the same but selling inferior quality tea. The last course was unthinkable. It would indeed be taking the blush off the (red) rose! We have proved that the same course was to advance prices. So if you are paying 40 cents to-day, the tea is not as good quality as the 40-cent tea two years ago."

The lady listened. "I shall certainly have the Red Rose tea I got to like, and pay a little more for it."

"Here's another point," she was told. "The 50-cent tea will make about fifty more cups to the pound than the 40-cent."

This is a sample of the unique kind of service Red Rose gives the dealer. The reason of the foregoing conversation is here: this firm is backing up the retailer at every possible point. The

lady wanted to know why tea was higher. She may have been blaming her grocer! But by the service of the man who explained what she wanted to know, the grocer's hands are strengthened.

Grocers and their clerks piled in during Exhibition days. They were all sure that whatever they missed and whatever they saw of Exhibition, they would go to the Red Rose booth, which for years has had a special room for their entertainment, and issued invitations to them to pay a visit, and drink "a bit of tea."

More people than ever availed themselves of the chance to drink a cup of tea that " . . . is good tea," and the coupon plan, introduced by Red Rose was in operation to a greater extent than ever this year. Each additional friend for Red Rose tea and they come in their thousands, year by year, means one more customer for the grocer.

The simple but unbeatable slogan is a powerful service for the grocer, too, "Red Rose Tea is good tea!"

When you have said that you have said all. The thousands of people who tasted Red Rose tea at the Fair this year, and the greater thousands who will drink none but this, which "is good tea," are alike the best advertisement and the highest compliment for Red Rose tea.



Gorman, Eckert & Co., Ltd., showed their famous "Club House" olives as attractively as usual.

"CLUB HOUSE" BRAND OLIVES AND CATSUP

AS usual, the exhibit of Gorman, Eckert & Co. was inviting and drew an exceptionally large crowd at the Canadian National Exhibition this year. "The largest packers of Spanish olives in the British Empire" had their products gotten up in an unusually attractive way. Tier after tier, and pillar after pillar were surrounded by bottles of this nutritious and appealing dainty.

The reputation of the quality of Gorman, Eckert products is well enough known to need but little reference. The very highest quality of Seville olives are used in Club House Brand. Not only are the olives packed under the Club House label, selected from the finest orchards in Seville, but the brine which covers them is made from the firm's own artesian wells, and salt chosen for its absolute purity.

One very dainty variety which this firm is featuring this year is called

"Sandwich and Salad" olives, made of olives, pimientos and celery, prepared ready for use by the housewife, for sandwiches and salads. Another very attractive line and one of good standing, is the green olive stuffed with manzanilla, all pitted. Other varieties are put up to suit all tastes, and some of them are, celery, California ripe, banquet queen, lunch queen, celery and pimento, manzanilla, and many others. Grocers know full well the way in which Gorman, Eckert & Co., stand behind their products. Here is the situation in a nutshell. Gorman, Eckert & Co. are the largest packers, the first packers in Canada, with products used from Newfoundland to Vancouver. They are giving a steady publicity to their lines. That is helping the grocer to sell "Club House" olives all the more easily.

The guarantee of quality which is a strong feature with this house is an im-

portant point for the grocer and for his customers. The thousands of people who saw the products of Gorman, Eckert & Co. at the Fair this year, are interested from now on in "Club House" Olives and Catsup. As usual, the name was made very much of at the exhibit, and thousands of people who saw the exhibit and sampled the "Club House" Catsup were so enthusiastic in their praise of the delicious flavor, and to those in charge stated with no uncertain sound their intention of using in future this wholly Canadian product, which has all the best qualities of the best known brands, and its own distinctive home-made flavor. The grocer who is looking into the future will not overlook the opportunity of stocking early Club House Catsup, which has won such a favorable position with the consuming public.



The O Cedar Products renewed many friendships and made many more.

O-CEDAR POLISH AND MOP EXHIBIT

IT would have been difficult for the men and women not to notice the exhibit of the O-Cedar products in the Industrial Building No. 2 at the Canadian National Exhibition.

The whirling lights, the big signs, the mammoth display of O-Cedar Polish and Mops, the active demonstrators were not to be ignored. The demonstrators were kept busy from morning until late at night explaining and showing the various uses and excellent features of the O-Cedar Polish and Mops.

The men were shown how O-Cedar Polish removes the dust, dirt and grease from their automobiles, giving it that hard, dry, lasting finish, how the O-Cedar Duster gathers and holds the dust; an easy matter to keep their machines clean where they use O-Cedar Polish.

The housewife was interested in using O-Cedar Polish the O-Cedar Polish Way (with water), how it removes all the dust, dirt and smudges and brings out the beautiful grain of the wood and adds a lustre, so hard and dry that it is lasting and will not collect the dust.

The women were interested in the Combination Mops where they get a Polishing Mop and a Dusting Mop for the price of one. This fills a long felt want as they have one Mop for wallpaper and general dusting purposes and the Polishing Mop for keeping their floors, linoleums and woodwork bright and sparkling.

There were a number of new features shown this year which would particularly interest the dealers. The O-Cedar People have got out a very new and attractive sign. It possesses three desirable qualities—light, motion and color. It is fifteen inches in height, consisting of a circular globe of ten inches in diameter mounted on a brass pedestal. Within the frosted globe is a revolving fan which is operated by the heat from the light. This gives the sign motion and constantly changing colors. This comes free to any dealer who orders certain assortments of O-Cedar Polish.

Another very attractive feature for the dealer is a silent salesman or display stand which is a very handsome piece of store furniture. It is big enough to attract attention, but not so

big that it takes up too much room. It stands forty-five inches high, with a depth of twelve and three-quarters inches and a width of twenty and one-half inches. It is so arranged that you can carry a fairly good stock of O-Cedar Polish in it and make a good display. This comes free to any dealer with a certain order of O-Cedar Products.

There was another stand intended for counter display. It is of mahogany finish and substantially made of metal. It has a locking device which prevents the taking of the packages from the display until the lock releases the protecting rod. This also comes free to dealers who order certain assortments of O-Cedar Polish.

These assortments can be had from any wholesale. Now is the time to investigate and get the benefit of the advertising and the new friends that O-Cedar Products have made at the Canadian National Exhibition this year. O-Cedar Polish "cleans as it polishes," which is the cause of the great demand and the satisfaction to the users.



Thousands of people tasted Wagstaffe's jams.

WAGSTAFFE LIMITED

As usual the exhibit of Wagstaffe Ltd., of Hamilton, was one of the most widely patronized and visited in the Canadian National Exhibition this year.

Two display cases were placed one on either side of the entrance to the exhibit. These featured many varieties of Wagstaffe Ltd., preserved fruit. The display cases were admirable in their arrangement, every line being adequately displayed. Each case had a vase of flowers on the top. The interior of the booth was filled with pyramids of various kinds of jams and jellies. Visitors to the Manufacturers Building were invited to become acquainted with the

Wagstaffe products if they were not already aware of their excellence. During the two weeks of the Exhibition, many thousands of people tasted Wagstaffe's Jams.

Over two million pounds of Wagstaffe's Jams were supplied to His Majesty's Troops in South Africa. This information was given to all and sundry by a display notice to that effect on the top of the exhibit. Emphasis was also laid on the reputation in England which Wagstaffe's enjoyed.

Grocers from coast to coast are well aware of the value and high quality of

all Wagstaffe's products. The continual call from the public for these jams and jellies, which is growing in insistence week by week, is an index to the very high regard in which people hold Wagstaffe's products.

At other points in the grounds of the Canadian National Exhibition were two exhibits also featuring Wagstaffe's lines, notably Grape Juice. The publicity which the firm of Wagstaffe Ltd., is continually giving their own products, is just one way in which the concern stands behind the retailer who sells these goods.



This exhibit, finished in paper manufactured by the Interlake Tissue Mills, was widely popular.

An Exhibit of Paper and Paper Specialties

THE mauve and grey color scheme of the Interlake Tissue Mills, in the Manufacturers' Building of the Canadian National Exhibition this year was one which attracted a great deal of attention. The booth was decorated by the products of the company. The walls were hung with grey crinkly paper, and so excellently was this done that the onlooker thought it was Japanese silk. At the back of the booth, the colors were chiefly mauve and grey, with variations of bright tints here and there, where rolls of drug wraps were placed. Wisteria flowers of paper trained on a lattice of paper rope work, formed the border. The ceiling was finished in white crepe paper drawn in folds from all sides towards the centre.

In these days when grocers are getting more and more to acknowledge the wisdom of clean and fresh displays, decorative crepe paper is more extensively used. Show cases can be made twice as attractive by the addition of crinkly paper in vari-colors. So can windows and interior displays.

The Interlake Tissue Mills manufacture drug wraps in a variety of colors. There was also on display a number of well known branches of toilet paper, including Old Dutch, White Cross, Industrial Rolls. These high-grade lines have become very popular.

There are three lines of sanitary towels which are extensively used, and are much more sanitary than the old cloth towel.

Crepe paper serviettes also come in three grades. They are put up in packages, and are the very thing for restaurants, picnics, or for use at home.

The "Traveller's Sanitary Packages" consists of six Interlake paper towels, one wash cloth, one portion of talcum powder, one cake of soap, and a drinking cup. The "Luncheon" set has one tablecloth, 52 x 42, and twelve napkins. The "Outing" set has two tablecloths and twenty-five napkins. Sanitary napkins come in packages of 100. All these sets are put up in dust-proof Glassine envelopes.

There are various lines of crepe tissues, too, and a line of bottle wraps. All these products under the name of "Interlake" are, of course, of guaranteed quality. Grocers are handling these and kindred lines more and more. The trade was in an enquiring mood in this regard at the Exhibition this last two weeks, and by the interest displayed many who have not hitherto done so, are after "Interlake" products, alike for their own store use and for their customers. The mills are at Merritton, Toronto office, 321 Telephone Building.



The display of the Brantford Computing Scale Co. was the haunt of grocers interested in equipment.

The Brantford Scales, Meat Slicer and Cheese Cutters

THE word "Brantford" when used in connection with the product of the Brantford Computing Scale Company is synonymous with the word "best."

The real solid value in Brantford products needs little introduction to the grocer at this time. It is too well known to ever be in doubt. The greatest claim however that the Brantford Computing Scale Company can make to Canadian grocers is that all products which it turns out are actually manufactured in Canada. They are not only assembled here but are positively manufactured in Canada; therefore when a grocer buys a Brantford product his money stays in his own country. However every dollar of the capital of the

Brantford Company is a Canadian dollar. It was all furnished by Brantford men.

The exhibit at the Canadian National Exhibition pointed this out in an unmistakable way. No other concern can say as much. No other manufacturer of this kind of goods can say that his goods are made from first to last entirely in Canada.

In charge of Mr. Thomas Ferguson, the exhibit of the Brantford Computing Scale Company is exceptionally fine this year. About 20 machines were shown. The Cylinder Scale was the big feature. This is electric-lighted and the electric light, be it noted, is from the outside. This ensures perfect reading of the chart as well as a light that is perfectly safe. If even the light were left burning a week the chart could not be scorched. In some other machines, lighted from the inside, leaving the light burning for an hour would endanger

the chart and the mechanism of the scale.

All scales, cylinder and fan types, have the platform in front of the chart, so that the one who is using the scale may look directly at the chart. This does not only save counter space, but provides direct reading of the chart from the easiest possible angle. For the rest, agate bearings, no springs, and a capacity which would suit any business, large or small—these are outstanding features of Brantford products. There is a Brantford scale for every grocer, butcher and confectioner, and all may be sure that every Brantford product is made entirely in Canada.

The Brantford Computing Scale Company has made wonderful progress, as an indication of which may be cited the fact that the Company, since last Exhibition, moved into the biggest scale factory in the British Empire, a modern, large, well-equipped workshop for this entire British product.



There was no more popular booth in the Manufacturers' Building than that of Kellogg's Toasted Corn Flakes.

"The Sweetheart of the Corn"

SAID one lady at the Exhibition this year, "If I don't see Kellogg's Toasted Corn Flakes booth, I don't think I have done the Manufacturers' Building completely." That is the opinion of many thousands of people. Nearly a million, passed this exhibit this year, and voted it more attractive than ever.

The "Sweetheart of the Corn" has become an institution with us; a national character indeed. Anybody and everybody knows what the "Sweetheart of the Corn" implies. Such publicity as this is added to this year by the other

picture, that of "Daddy's Sweetheart", the plump, healthy little maiden clasping a box of Kellogg's Toasted Corn Flakes. Retail grocers from coast to coast are bound to reap much benefit from this aggressive publicity policy, working every week in the year, but working overtime in the interests of grocers for the two weeks of the Canadian National.

Thousands of sample packages were given away again this year, and flakes and corn served to huge crowds daily.

This is the only company in Canada manufacturing the original Kellogg's Toasted Corn Flakes, and has no connection whatever with the American or other Canadian concerns.

T. M. Sibbald 109-111 George Street, Toronto, the Toronto agent, was in charge once more of this popular and excellent exhibit.

There has been a very large increase in the sale of Kellogg's Toasted Corn Flakes, despite the unusual competition now being experienced.



Thousands of people tasted Lipton's teas, coffee and cocoa.

THOMAS J. LIPTON

THE exhibit which displayed to trade and public at the Canadian National Exhibition in Manufacturers' Building, the products of the "largest tea house in the world," was one which was attractive in its decorative scheme as well as the way in which visitors of the Exhibition were made welcome. Gallons and gallons of cream must have been used during the two weeks to satisfy the demand to taste Lipton's teas, coffee and cocoa.

Lipton's teas are the products of 72 different plantations. In this way an excellence in taste and integral quality is guaranteed by the very name of Lip-

ton. Coming in packages at 40, 45 50, 60, 70c and \$1.00, black, green or mixed teas, in pounds or half pounds, Lipton's teas are a household word with grocers throughout the world.

Lipton's cocoa, which is steadily gaining in popularity by reason of its unexcelled quality, is sold in 1-5th of a pound and half-pound tins. Lipton's coffee, imported from London, the yellow label being of No. 1 quality in pound or half-pound tins, sells for 45c, while the blue label is 40c per lb.

Mr. Thomas Crane, of New York, the vice-president and general manager of Thomas J. Lipton for United States and

Canada. Mr. Geo. C. Thompson and Mr. W. F. Robertson, these latter having charge of the Canadian branch at Toronto, were all present at the Exhibition this year, and the exhibit there was in charge of Mr. Robertson, who took particular pains in demonstrating Lipton's products. Six attentive ladies were kept exceptionally busy supplying the wants of patrons to a nice hot cup, and many remarks were passed by the patrons highly complimentary to the exquisite taste of the tea, coffee and cocoa served, each lady receiving free a coupon good for 5c at any grocery store on purchasing Lipton's tea.



"E-D-S"—the three famous initials—brands were tasted by thousands.

E. D. SMITH & SON

A DISPLAY in the Manufacturers' Building of the Canadian National Exhibition this year which appeals by reason of its attractiveness as well as by the samples of the products which nearly a million of people were able to taste here was that of E. D. Smith & Son of Winona.

The exhibit was tastefully arranged in pyramids, and towers of various jams and jellies. These included crab apple, raspberry, strawberry, black currant and red currant jelly, black currant, red raspberry, peach, pear plum. The

scheme of allowing the public to try any jam they desired on small wafers was very much appreciated as is demonstrated by the large amount of jams and jellies consumed during the two weeks.

Grocers well know that the thousand acres which the fruit farms producing these jams take up are famed from coast to coast as the "garden of a thousand acres." There the delicious jams and jellies which are so much in demand at grocery stores are produced and a maximum of care goes to their production.

One big feature to which these manufacturers are paying particular attention at this time is a two-pound sealed tin of jam to be sent to the boys at the front. The package in tin is sealed fast so that no moisture or air or dust or any influence that would tend to deteriorate the quality of the jam can possibly enter.

Grocers the country over know the products indicated by the famous initials "E.D.S." and the demand which is growing for these products is proof positive of the esteem in which they are held.



W. K. Kellogg Cereal Co. showed the process of putting "Krumbles" in a "Waxtite" package.

The New Waxtite Package

PROBABLY there was no single exhibit at the Canadian National Exhibition this year which attracted the attention of as many people as "Krumbles"—where this whole wheat, ready-to-eat food was being put in WAXTITE packages.

This is surely very significant. It is the evidence of an awakened interest which the public is taking in the methods being used for the safeguarding of their foods.

This new WAXTITE package which has been adopted by the **W. K. Kellogg Cereal Co.** for the protection of all their products is one of the most important innovations yet introduced by manufacturers of cereal foods. The WAXTITE package ensures the food reaching the table as fresh and crisp as when it leaves the oven.

The Waxtite process, which gives the public these safeguarded packages, and consequently provides for the grocer an article which he can stock with every assurance of satisfaction, was demonstrated to many thousands of people at

the Exhibition by the two machines which were in constant use making samples which were distributed to the public as they passed through the exhibit.

After putting the package together, the first machine fills it with Krumbles, fastens and seals the ends, passes it on to the next machine, which encases it in a sheathing of waxed paper—a sealed package—air and moisture proof, impossible of intrusion by vermin.

These machines are marvelous in their mechanical perfection and were a constant centre of attraction. In the Krumbles factory similar machines are capable of turning out 300 packages a minute. As Rex Beach would say, this is "going some."

Grocers are being helped in the introduction of these goods by the very large distribution of sample packages of Krumbles, not only at the Exhibition, where over 50,000 packages were given away, but also from house to house in the towns and cities.

This whole-wheat food, ready-to-eat at

any time of the day and every day of the year, has become amazingly popular already, and on account of its great food value there will be an increasing demand.

In addition to Krumbles, Kellogg's Wheat Flakes and Rice Flakes have established themselves in the esteem of the trade, and then there is the whole-wheat biscuit—"the biscuit you eat like toast"—it is not eaten like other cereals—it is a biscuit to be eaten with butter or jam.

The new drink, "Drinket" took the Exhibition by storm. As the demonstrator cried, "Drink, and when you drink, drink 'Drinket,'" the people crowded up for a sample. This drink, made of wheat and rye, will appeal because of its delicious flavor. It is remarkably inexpensive, too, a third of a cent per cup! The trade will find "Drinket" a growing favorite if the remarks of those who have tried it are an indication.

Taken altogether, this exhibit was of great value to every one from an educational standpoint.



One of the coolest, freshest exhibits at the Fair was the Wm. Davies Co., Ltd., packing house products.

The William Davies Company, Limited

ONE of the most attractive booths in the Manufacturers' Building at the Canadian National Exhibition this year was that of the William Davies Company, the well known Packing House of Toronto. The usual packing house products were well displayed in two glass show-eases, constructed after the style of a store front, one window being devoted to Canned Meats, "Peerless Pickles," and "Peerless" Shortening, and the other to

Smoked Meats (including Davies Wiltshire Bacon), Pure Lard and a new line of Pork and Beans.

The latter product was one of the main features of the exhibit. The product is identical in every way with the Pork and Beans supplied by the firm to the British Government for the boys at the front. Thousands of visitors to the Exhibition had an opportunity of tasting this new specialty and pronounced it to be excellent. Judging by the

interest taken in this line, both by the public and the trade, Davies Pork and Beans are off to an extraordinarily good start.

The exhibit as a whole was characterized by good taste and the various products displayed were set off to the best advantage. The addition of a few graceful palms and small ferns gave an air of coolness which was very pleasing, while the lighting effects were in every way artistic and appropriate.

J. S. FRY & SONS, LIMITED

NEARLY two hundred years ago in the City of Bristol, England, the business of making Fry's chocolate and cocoa was established. This was as far back of 1728. From that date the business has grown to a magnitude unapproached by any similar line.

The exhibit of J. S. Fry & Sons, Limited at the Canadian National Exhibition was the admiration of all. The purity of the products has always been the guarantee of every grocer handling them.

Fry's cocoa known the world through is increasing its popularity in Canada. Dealers have the benefit of catchy ads. and show cards to back up the intrinsic merit of the product.

A line which is already well favored is chocolate powder. This can be used for either baking or drinking. This was especially featured in the display at the Fair.

The number of souvenirs which were



J. S. Fry & Sons, Ltd., established nearly 200 years, had a fine exhibit.

distributed by Fry's this year indicates the hold which these products have on the Canadian public.

One feature of the exhibit was the

panel of medals and awards earned by Fry's products. No other similar manufacturer can vie with J. S. Fry and Sons, Ltd., in this regard.

HOLLAND RUSKS EXHIBIT

THIS reproduction of the Holland Rusks exhibit, which was carried on in the Manufacturers' Building at the Canadian National Exhibition Association, should indeed be very interesting to all the Grocers throughout Canada.

Holland Rusks, as most every up-to-date Grocer knows, is a line which has been on the Canadian market for ten years, and during that time has had a regular and steady sale, but since the first of January, 1916, the present sales agents, The Harry Horne Co., of Toronto, have put a great deal of special energy behind the line, and with the co-operation of the manufacturer, have done very valuable advertising to the trade, and to the consumers, and have thereby increased the sales over 50 per cent. of what they formerly were.

For many years the public have looked on Holland Rusks as a food for infants, but the actual facts are that it is one of the most valuable foods as a breakfast dish that can possibly be served in the home, and the public are rapidly appreciating its great food value, and thousands of people are now using it daily.

The large amount of samples and advertising matter distributed from this exhibit will undoubtedly create a further increased demand for these Rusks. The factory where the Rusks are produced is located in Holland, Michigan, and consequently is an American product, and is extensively used in many thousands of American homes, as well as becoming a very popular line throughout Canada.

The Harry Horne Co. are the distributing sales agents for Ontario, but supplies may be had from any Wholesale Grocer, or direct from the sales agents. In Montreal, Mr. W. S. Silcock is the distributing sales agent. In Halifax, J. S. Creed is the sales agent. In Winnipeg, The Robert Gillespie Co.; in Calgary, Jackson's, Ltd.; in Vancouver, W. H. Malkin Co.

Any particulars that the trade may desire concerning the line throughout Canada will be cheerfully supplied by The Harry Horne Co., of Toronto, who are in charge of the entire Canadian business.



Holland Rusks unique exhibit in the Manufacturers' Building.



The exhibit of the Eureka Refrigerator Co., the centre of crowds all the time.

EXHIBIT OF REFRIGERATORS

THE magnificent exhibit of the Eureka Refrigerator Company, Ltd., in the Industrial Building, created quite a sensation amongst the members of the trade, who were able to be present at Canada's great National Exhibition. That this exhibit, in regard to general workmanship, new patented features, and original improvements, was the best by far ever shown at the Exhibition, was the unanimous verdict of competent judges. The original features introduced by this old established firm, which has devoted all its time for the last thirty years to the manufacture of refrigerators only, clearly prove that in this line they are looking after the interests of the grocers and provisioners of our Dominion more than any other refrigerator concern.

The EUREKA (and there is only ONE Eureka), is now the only patented refrigerator in existence **equipped with proper warm air flues across ceiling of cooling-room**, and connected with warm air flues around walls. It was patented in 1914. These warm air flues are placed in the only practical position to do the work required of them. **Situated in any other place, the cold and**

warm air flues would be so close together that the warm air would be cooled and condensed (forming dampness) before reaching the place arranged to receive same.

Nothing else can in any way compare with this wonderful patent, which has taken years of study, hard work, and experience to perfect. Every part of cooling room ceiling not used for cold air flues and the necessary solid beams to support ice, is now used for warm air flues, thus absolutely guaranteeing a perfect circulation of pure, dry, cold air. In all EUREKA refrigerators, the utmost distance from one warm air flue to another is only 10 inches. This important feature cannot be said of any other refrigerator made in the Dominion of Canada or the United States.

The splendid record of this firm, in the matter of original designs and ideas can never be equalled or surpassed. Every feature that has been tried out and found satisfactory during the last thirty years has been improved and patented. Every defect has been eliminated. The result is a product which is the acme of perfection and the delight of all who use EUREKA Refrigerators.

The large refrigerator in centre of photograph shows the latest EUREKA Cold Storage Design. This firm was the first to recognize the great possibilities of this model, and has installed many of them during the summer of 1915, and continually ever since. This refrigerator is fitted with Cold Storage windows and doors, all fitted with rubber gasket seals, self-closing automatic catches, and heavy spring hinges, making the refrigerator absolutely airtight. The catches on the windows do not in any way interfere with the display of goods, and the catch on cooling-room door can be operated from inside. A point of interest which must not be overlooked is that customers may have an ice machine installed in this design of refrigerator without going to the expense of purchasing a new case.

In conclusion, it would be very much to the advantage of intending buyers to reap the benefit of the experience and advice of this great firm, and consult their experts before placing orders. Remember that experience counts for everything. A child in the kindergarten class cannot be expected to have a fraction of the knowledge of his teacher.



Thousands of people taste "Maggi" soups and bouillon at the Fair.

"MAGGI" SOUPS

THIS exhibit on a main aisle of the Manufacturer's Building at the Canadian National Exhibition, in the shape of a house, in attractive dark coloring, and, like the house represented, always busy, was the home for two weeks of "Maggi" Soups. Nearly a million people came and saw, and thousands and thousands tasted this delectable product. Demonstrators were kept busy every day telling people the merits of these Soups, and shaking hands with many in the trade and of the public who already know the excellence of "Maggi" Soups.

These are made in Switzerland and in Paris, France. They have been coming

to Canada for some years now, in ever-increasing quantities year by year. And though freights and war risks and insurance have been factors calculated to put up the price of imported goods, "Maggi" products have not altered at all. No advance in price has been made.

No testimony is needed as to the excellence of "Maggi" Soups. Made of exceptionally high quality ingredients they are as pleasing as they are healthful, as well as economical.

Two other lines made by the Maggi Company were also being shown at this booth:—Bouillon Cubes, and Maggi Essence, both of which are having a ready sale to the trade. One of the big

features of the Bouillon Cube is the fact that they take so little time to prepare, simply add hot water and it is ready immediately. Maggi Essence whilst not as well known as the Soup, has already made a name for itself by its merits as a flavoring for Soups and meats of all kinds.

The thousands of people who saw the exhibit and tasted the products at the Fair this year will be customers for Grocers from Coast to Coast. The publicity for which the manufacturer's of "Maggi" Soup go in, is an index of the way in which the Grocer is backed up.



The Dairy Building held nothing more interesting than Gunns, Ltd., exhibit.

GUNNS "PON-HONOR" PRODUCTS

GUNNS Pon-Honor food products need no introduction to the grocers and retail trade of Canada. They are known in every town and city from coast to coast and the very name is a synonym for highest quality. Grocers and public flocked to Gunns exhibit in the Dairy Building of the Canadian National Exhibition. As usual it was par excellence and was as interesting from an educative standpoint as it was attractive from that of display.

The top of the case was lined with pails of "Easi-First" shortening. Above these and round about them and draped in suitable places throughout the case were the flags of the Allies. "Easi-First" shortening has established a reputation for itself in Canada as second to none. At the back of the case there was

a magnificent display of beef in whole carcasses which called forth most appreciative comments from the keenest critics. Immediately underneath these on the base of the show case were a series of war relics, such as helmets, shells, rifles and various other trophies from the battlefields of France and Belgium.

On the base of the case at the front were individual cooked meats in all sorts of forms, some jellied, some sliced and some in the whole piece. The excellence of the cooked meats which this concern carries is so well-known to need any comment.

One of the most effective sections of the whole display was that which was devoted to a number of spring chickens.

A selection was made of the very best possible in this line, and the way in which they were prepared made them exceptionally appealing and attractive.

The many lines put out by Gunns, Ltd., were represented in various ways all calculated to have an immediate and an effective appeal to the grocer and also to the wider public which he serves. Grocers who already handle these products have proved how immensely worth while it is for them so to do, and such of the trade as are not handling them at present will find the conviction that they should a growing one after seeing the exhibit at the Canadian National Exhibition this year.



Grocers interested in equipment crowded around the W. A. Freeman Co., Ltd., exhibit.

W. A. FREEMAN CO., LIMITED

CROWDS passed and repassed the exhibit of the W. A. Freeman Co., Ltd., in the Industrial Building at the Canadian National Exhibition. The booth was a centre of interest all the time and some scores of grocers were anxious to find out something about this new and excellent system of refrigeration. Freeman's Dry Air Circulating System with the Centre Warm Air Flue, surpassed all former attempts at preventing condensation and dampness on the ceiling of cooling rooms. This flue carries away the air and gases that arise in centre of all cooling rooms, instead of, as heretofore, condensing on the ceiling. It also has more circulating capacity, inch for inch, than any refrigerator made in Canada as yet. The flow of cold air can be checked or regulated instantly, and every ounce of ice is utilized. Because the circulation is self-contained and automatic no outside ventilation is required, and thus less ice is used. As a means of testing the complete absence of dampness in a Freeman refrigerator, wet matches placed in the storage room overnight will light on the walls of the room. These are briefly the main reasons why Freeman refrigerators have made for themselves their enviable reputation.

The Centre Warm Air Flue is the big

feature. Grocers who had this explained to them were unanimous in endorsing its sensibility and great advantage. The "Freeman" is the only refrigerator which provides a positive means of drawing the warm air from the middle of the cooling room as well as drawing it up from the four sides of the room.

Another important point is that the old loose-fitting window has been discarded; likewise the old warping door and flimsy insulation. The door and windows used is of the heavy cold storage type, overlapping the jamb all around, and closing airtight on a rubber gasket. It has a self-acting spring catch. Hinges are high-tempered steel spring hinges, which force the door to shut quite tightly. With these doors and windows no air leakage and no warping can possibly occur.

The W. A. Freeman Co. is the only concern in Canada which itself builds every part of a refrigeration system and equips the store in every detail of refrigeration entirely by its own engineers.

Thousands of people were also interested in this exhibit by reason of a demonstration of the Freeman Brunswick system of Mechanical Refrigeration by the Direct Expansion Method and

the Brine Circulating Method. This is the Ammonia Compression System. The refrigeration is produced by the expansion of Anhydrous Ammonia through pipes placed in the rooms or tanks to be cooled.

A refrigerated counter with display top for storing and displaying meats were all cooled by a Freeman Brunswick plant working right in the exhibit. This refrigerator counter is the latest achievement in scientific silent salesman construction. Meat is kept in a low temperature, so low that flies cannot live within the glass top enclosure.

Meats can be clearly seen but cannot be reached or handled by the public. This counter differs in construction to anything of its kind inasmuch as it has a slanting front to the top, making the contents more readily seen by the customer.

Grocers showed by their continual enquiries that they realized the wisdom of having the best in refrigerator systems. They know full well that it pays many times over to have a reputation for selling only the very freshest and purest of goods, and that this end can only be achieved by an installation of the very best in refrigeration systems.



Grocers were anxious to see this paper-saving and money-saving Climax Baler.

STEEL "FIREPROOF" PAPER BALERS

OWING to the great shortage in paper-making materials, dealers and mills have been forced to pay a price for baled scrap paper that even the smallest grocer is interested in turning this waste into money.

The outstanding features of the Climax Baler is the steel construction

which makes it practically indestructible, and superior to the old-fashioned wooden baler. Its powerful mechanism and simplicity of operation is such that any 100 pound boy can operate it and put sufficient pressure upon the bale.

The "fireproof" qualities of this steel baler, which is made in ten sizes, are

also to be taken into consideration, as it reduces your fire risk. Wooden balers do not give this most important protection and advantage, which is well worth the few extra dollars that it costs.

The Climax Baler Co. service department will give you full information where you can dispose of your baled waste paper at the highest prices.

CANADIAN CEREAL AND FLOUR MILLS CO.

AT a very convenient point in the main aisle in the Manufacturers' Building of the Canadian National Exhibition was to be found this year the display of Canadian Cereal and Flour Mills products. The familiar picture, in national garb stood out well from each package of the many that went to make up the attractive display. This Scotchman has become as familiar to the public as the excellence of the product which he represents.

The grocer can remember that all this publicity is one indication of the way in which the manufacturers of Tillson's Oats and Scotch Health Bran and kindred products, stands behind the grocer to give him every aid possible in selling these lines.

The terse but meaningful slogan, "A Food Not a Fad" is known and appreciated the country over.

Thousands and thousands of people stopped at the exhibit of the Canadian Cereal and Flour Mills Company during the two weeks of the Canadian National Exhibition. These Tillson products made many new friends besides giving old ones added justification for their friendship.



The attractive exhibit of Canadian Cereal and Flour Mills Co., Ltd.



In yellow and blue, the Catelli exhibit was a busy spot all the time.

C. H. CATELLI CO. LIMITED

ONE of the most widely attended exhibits of all under the Grand Stand was that of the C. H. Catelli Co., Limited, Montreal. Demonstration of this health-giving food, and the innumerable ways in which it can be used, was going on all day for the whole two weeks of the Canadian National Exhibition. The booth was attractive in the blue and yellow coloring of the big posters which their product has had, and which are known in all cities and towns.

A new and important feature of the exhibit this year was the display and demonstration of the new Milk Macaroni. This has only been on the market for a couple of months, but already

it has made many friends because its health-giving properties are assured and abundant.

This Milk Macaroni is an absolutely new food product, which was never made before on the American continent, and it is one of those new Canadian industries which ultimately will extend around the world. Macaroni heretofore has been made by mixing flour with water, but this new Canadian product is made by mixing flour with milk, and naturally has a better flavor and more food value.

All Catelli lines are made from Canadian wheat and thus the very foundation is one which is bound to be health-giving.

Catelli's macaroni will make varied and delightful dishes. It is an excellent substitute for meat; can be used in place of vegetables; as a pudding; in salads—in fact, in a hundred and ten different ways. Thus it is a foodstuff which provides endless delight because of its variety, as well as a maximum of nutriment.

The trade was anxious to learn as much as it could at the exhibit this year. It recognizes, among other reasons for the handling of macaroni, that the wide publicity which the manufacturers have indulged in makes a demand for the product an ever-increasing one. This new Milk Macaroni is in stock at practically every jobber's in the country.

MONKLAND OATS EXHIBIT



The display at the Canadian National Exhibition

THE above is a display made at the Canadian National Exhibition, Toronto, by James Wilson & Sons, Fergus, Ont., who are placing on the market a special grade of Oatmeal which should commend itself to the public on account of its fine quality and excellent flavor. This brand is known as MONKLAND OATS, and it is put up in cases of 16, 4½-lb. packages. A trial order is solicited.



An exhibit as educative as it was attractive—Swift Canadian Company.

SWIFT'S "PREMIUM" PRODUCTS

AN education in meat preparation before it gets to the consumer was given by the Swift Canadian Company, Limited, whose impression will last long after the Exhibition. In a large refrigerated showcase were shown how the well-known "premium" brand of bacon is selected by the cutting off of the outer edges of the fresh belly cut, and only the choicest retained. The same thing occurs with the Premium hams. Then close by, the curing is indicated by the white sugar and the Canadian salt, which alone are used, while next to this is a simple, quickly-grasped setting out of how the smoking of the hams is done. It is the Swift systems in miniature, and one sees the whole preparation of the meats to the time they go to the frying pans.

The Brookfield brand pure pork sausage also is selected in much the same way only more so. Only the loin back trimmings of a hog are used for these

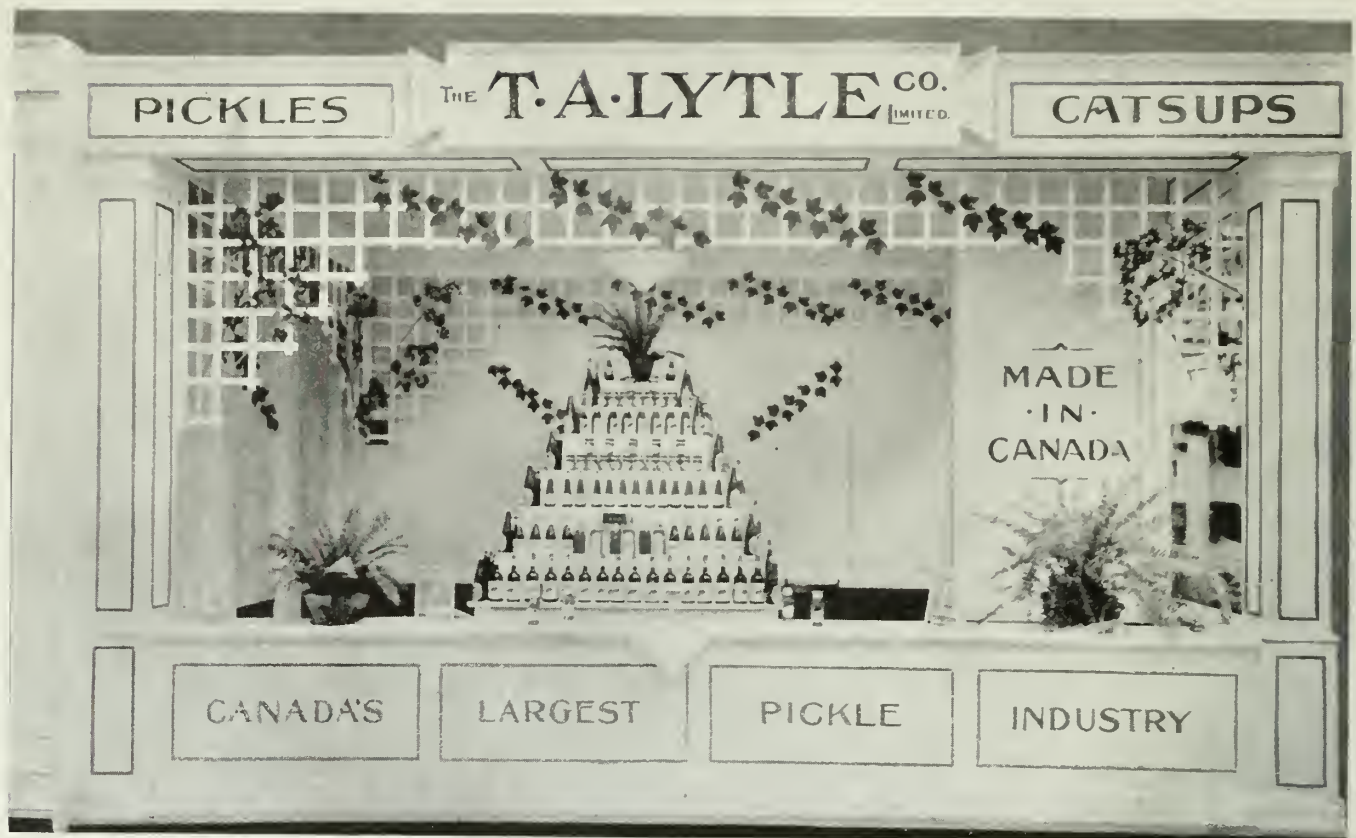
sausages; how little would surprise people—about one half pound to the hog. Everywhere in this educational exhibit the thing which most impresses is the care and the scrupulous cleanliness which is exercised throughout the making of the Swift products.

Besides these there are in the Dairy Building exhibits of the Brookfield eggs, butter and cheese, also poultry, Silver Leaf Brand Pure Lard, cooked meats and summer specialties. All these are put up in an appetizing manner, but need not be more than mentioned. The carcass beef and lambs, which was probably the most striking in the Exhibition, made up the back ground of the exhibit.

Then in the Manufacturers' Building the firm had a booth devoted to a demonstration of the uses of "Cotosuet," a shortening which solves the secret of delicious pastry, and housewives are delighted to have it on their regular list.

The cakes and "goodies" are actually made on the gas stove in the booth, and were past praise. The results obtained by its use speak its worth in the world of cookery. The Swifts also had a very attractive exhibit of their famous Red Steer brand Fertilizer on the ground, near the Live Stock Building.

In all these exhibits the main point was the care which has been the hall-mark and the secret of the Swift Canadian Company, Ltd. All the exhibits were taken from the everyday stock of the firm, and nothing was shown which could not be purchased by dealers. The Swift Canadian Company, Ltd., has every reason to be satisfied with the ideal show it made at the 1916 Exhibition, as the public was certainly educated in the value of their products. Hundreds of grocers displayed interested attention. The hall-mark of high quality helps them to sell goods made by the Swifts, and the wide and continual publicity is another way in which the grocer is backed up.



The new tomato catsup made by T. A. Lytle Co., Ltd., was most popular.

T. A. LYTLE CO., LIMITED

A UNIQUE method in exhibiting was shown in the display of T. A. Lytle & Co., in the Manufacturers' Building of the Canadian National Exhibition. The exhibit was in white and the booth was on the corner of an aisle. It was different from most, inasmuch as instead of being crowded, it had merely a central display and round that lots of spare space. The whole of the booth was trimmed in white lattice work, which was interlaced with flowers and particularly maple leaves. The flowers were a bright red and showed up in excellent contrast against the white background.

The company is showing a new Tomato Catsup and Chili Sauce. This has made excellent headway alike with trade and public, and many thousands of new

friends were enlisted during the two weeks of the Exhibition.

This new catsup is made entirely without any preservative and without coloring. It thus conforms with the pure food laws of Canada and the United States. An expert has been imported to superintend the manufacture of the catsup and Chili sauce, which is of exceptionally high grade and quality.

Grocers are well aware of the steadfast way in which this company stands behind the trade by large and effective publicity. Moreover, the excellence of the products assures them a wide and satisfied public. Grocers who saw this new line of tomato catsup and Chili sauce were enthusiastic. Undoubtedly there will be a great demand for it in the immediate future.

TO MEET MAIL ORDER MENACE

(Continued from page 27.)

expected from our plan where we have thousands of persons holding shares all over the Dominion, each one helping the business not only by dealing with the company, but by telling his neighbors how cheaply he can buy everything through us.

"It means a saving to you of from 20 to 40 per cent. on your purchases, or in other words, you get the profit which now goes to your local dealer. Isn't this a strong reason?"

These arguments show some of the deceptive methods of the "mail order catalogue house" scheme. How can any business pay those who invest their money in it as high as 50 per cent. or 60 per cent. and at the same time save 20 per cent. to 40 per cent. to those who purchase goods. Needless to say our Association took active measures to expose the scheme, and those who had associated themselves with the promoters backed away from it. Not, however, until the promoters secured a large amount of the money subscribed, to pay their commissions. The directors were compelled to make a personal loss, to say nothing about the loss made by those who subscribed for the stock.

Some merchants say that the best way to compete with illegitimate and unfair trading mail order houses is to enter into competition with them. This is a task that no honest retail merchant desires to succeed in, unless he follows the plan adopted by "unfair-training-mail-order-houses," and casts aside his honor and his conscience, and is prepared to have special lines of well-known articles made of an inferior quality, to look like articles of reputable make, such as:—

"Washing boilers made out of thinly rolled metal with light copper bottoms" to imitate those of standard size and weight.

"Spools of thread made with more wood and less cotton?"

"Paint containing no white lead, but advertised as containing all the best and purest ingredients."

"Mustard, advertised as "pure" when it was so inferior that it could not be told from corn meal."

"Tables advertised as "solid oak," which contain no oak whatever."

"Silver ware advertised as being of the best quadruple plate, and found to be of the cheapest and most inferior quality and bearing false marks."

"Sausages, advertised as being 'pure country pork sausages our own make,' containing no pork whatever and violating the Pure Food Act."

"Silk blouses at very special prices that were a poor imitation of silk," and



hosts of other articles, described in the same deceptive way.

Unless a merchant is prepared to sacrifice his honor and his conscience, he could take no part in a performance of this character, and he would be well advised to make no attempt to conduct an illegitimate business of that sort.

Other merchants think that the trade of these "illegitimate and unfair trading mail order houses," as well as the trade of the fair trading mail order houses" could be to a great extent secured if the retail merchants would unite together and form co-operative buying syndicates so that they could buy in larger quantities direct from the manufacturers, and by buying at lower prices be able to compete with these concerns. This plan may sound feasible to some, but there is an old saying, which may be quoted in this connection, "Two wrongs never make one right." If we think that the principle of co-operative buying is wrong when conducted by our customers, why should we consider the principle right when it applies to the customers of the wholesaler."

We strongly oppose co-operative buying, and we need not expect that the wholesale trade will sit quietly down and let us do to them what we are endeavoring to prevent our customers doing to us. Not very long ago a retail merchant in a Western town in the Province of Ontario, came to my office to seek some advice. He stated that he had been conducting a general store in a prosperous village for some years. Of late he found that his trade was falling off and that what trade he was getting was nearly all charged on his books. Upon investigation he discovered that the farmers in his locality had formed "Co-operative Buying Clubs" and that they were buying their groceries, binding-twine, under-clothing, nails and blankets, and a host of other things in car load lots and dividing them up among themselves. He wanted to know what I would advise him to do. I asked him if he knew the firms that the farmers bought their goods from. He said he did not, but perhaps he could find out the names of a great many if not all of them. I knew that even if he could it would take some time for us to place the facts before them and ask them to discontinue their practice. So I asked him if he knew the farmers who were in the club, and he stated that he knew nearly all of them as

he was born in the district, and his father had carried on the same business for many years. I advised him to prepare a list of all of the farmers who were in the club, securing their proper initials and addresses, and make out two or three lists of them all, and have them typewritten and

hang them up in his shop, placing as a heading on the top the he was born in the district, and his father had carried on the same business for many years. I advised him to prepare a list of all of the farmers who were in the club securing their proper initials and addresses and make out two or three lists of them all, and have them typewritten and hang them up in his shop, placing as a heading on the top the words "Members of the Co-operative Farmers Club in the County of ——" and when any of these members came in to buy anything, quote the regular price, but state that if his or her name was on the list, that was hanging up in a prominent place in the shop, that you must add a percentage of not less than 10 per cent. and explain the reason why, also stating that the terms must be net cash, as you could not give any person, whose name was there, any further credit. He followed my instructions and the next time he came to Toronto he called in and he was delighted with the manner in which the plan worked. It was not long before all the farmers, both those who were in as well as those who were not in the club, knew it. Many came in just to see if their names were really there, and they read the names all over. Some laughed, some said nothing, and others thought that the retail merchant was doing the right thing. One member thought that the result of his explaining "why" would be that he would get all his old customers back with new ones added.

This is merely one simple and yet effective method. Another similar method to meet the mail order houses catalogue has been adopted by some retail merchants.

(Continued next week.)



REDUCING THE COST OF LIVING.

The New York Commissioner of Foods and Markets is reported to have stated at the time when a general railroad strike seemed certain that his department would take advantage of the situation to reduce the cost of living for the citizens of New York. He explained that this would be possible by the use of motor trucks and boats which could bring produce and other foodstuffs into the city without passing through the hands of the middlemen.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec.

The Dominion Canners, Ltd., obtained the highest reward for their jams and fruits in glass, at the recent Quebec Provincial Exposition, by winning the Gold Medal.

Geo. Apperley has sold his grocery business on Queen street to D. Pelletier. He expects to engage in the potato business from this province to Montreal and Toronto.

E. J. Tremblay, a salesman in the employ of the Dominion Tobacco Company, was instantly killed on August 26 near St. Germain de Brandon, when his automobile was struck by an I. C. R. train at a crossing.

A new grain firm has been formed by two well-known men in the trade, under the name of Byrne & Beaulieu, grain brokers, with offices at 15 Board of Trade Building, Montreal. The principals of the new concern are T. A. Byrne, who has lately been purchaser and sales-manager of Chaplin Bros. & Co., and G. A. Beaulieu, a well-known grocer operator on the exchange.

It is probable that the price of milk will go up still further in Montreal, this winter, owing to the small grain crop and the high cost of labor. The question was discussed at the September meeting of the Milk Shippers' Association at the District of Montreal. No price was fixed at the meeting, but a committee of six was appointed to meet with the dealers and discuss the situation.

Ontario

Goodall Bros., Ottawa, are discontinuing their grocery business.

C. Masters, Orangeville, Ont., has sold his grocery store to H. E. Nightingale.

L. W. Hutton has purchased the grocery business of J. R. Bennet, St. Thomas, Ont.

Sergt. J. B. Ironside, who before enlisting worked on the Niagara Peninsula for Gunns Limited, has won the Military medal, which was presented to him on the field recently. Out of twelve hundred men he was one of ten to receive this decoration.

Port Dover.—Wednesday of last week, John Peachey, grocer, Eagle Place, Brantford, and John Newman, butcher, also of Eagle Place, brought their employees to the Port with their motor trucks, while the ladies of the party came over on the L. E. and N.

Stratford, Ont.—Work will be resumed in the local plant of the Mooney Bisenit Company as soon as possible, probably next week. Assistant Manager F. J. Donegani stated, that, they had been waiting for raw materials, and that as soon as they could be secured the plant would start working again.

Pieton, Ont.—The grocery store owned by Mr. Albert Powers was destroyed by fire, Tuesday, September 5, together with the entire stock of goods. Werden's tobacco store and pool-room, adjoining, were also badly damaged. Power's grocery business was one of the largest in town. He was also an extensive shipper of fruit and poultry. The building and stock were partially insured.

Woodstock, Ont.—A fire which gave the brigade a two-hour's fight in the coal bin of the Bean & Westlake Biscuit Company's factory, in which was stored a large amount of coal, occurred September 5. The contents had apparently been smouldering for some time when noticed by the engineer. The brick work of the building had to be torn down before the blaze was extinguished.

In the early hours of Sunday morning, thieves entered the grocery store of W. Ullman, Hamilton, departing with all of Saturday's receipts, which amounted to over \$100. Entrance was gained through a side window which was left unlocked by the proprietor, who slept in a room adjoining the store and was not disturbed by the midnight prowlers, but no trace was found of the burglars.

Hamilton, Ont.—A large motor truck belonging to the Armstrong Cartage Co., and loaded with soap from the Proctor Gamble Works became stalled on the Grand Trunk tracks at the Lethbridge street crossing. A fast express from the west, struck the truck completely demolished it and scattered the soap for a distance of nearly a block. The driver saw the approaching train in time to jump and save his life.

The candy factory of Harry Webb Co., 23 Buchanan street, Toronto, was destroyed by fire the origin of which is unknown, causing a loss estimated by Mr. Webb at from \$75,000 to \$125,000 covered by an insurance of \$130,000 on the building and contents. An official of the company stated that plans had just been completed to erect a new factory and bakery in another section of the city, but the proposed buildings will not be ready for another year.

Western Provinces

Haryett & Co., grocers, have opened at Peace River Crossing, Alta.

J. H. Forcey, grocer, Swift Current, Sask., has sold out to A. E. Richard.

The St. Johns Grocery, Winnipeg, has been taken over by C. D. M. Chambers.

A general store has been opened at Bashaw, Alta., by an Edmonton concern.

T. A. Morrow has purchased the grocery business of J. H. Theaker, Tara, Ont.

The merchants of Weyburn, Sask., reverted to standard time on Friday, Sept. 1.

Macdonald-Crawford Ltd., wholesale grocers, have opened a branch at Swift Current.

The general store of Seguin and Sampson, Bromhead, Sask., was destroyed by fire recently.

W. R. Harper, of the firm of Harper-Presnail, cigar manufacturers, Hamilton, is on a trip West.

The A. Macdonald Co. Ltd., Winnipeg, wholesale grocers, are opening a branch at Regina, Sask.

J. E. Beland, butcher and grocer, Ponteix, Sask., has sold butcher business to Lagasse & Lorhaner.

W. A. Sadler, sales manager of The Canada Starch Co. has returned to Montreal after two weeks' vacation.

It is reported that the C. P. R. has made the Knight Sugar company an offer for their plant at Raymond, Alta.

David Dowler, junior partner of Martin and Robertson, rice millers, Vancouver, was in Winnipeg last week.

Tomlinson and O'Brien, manufacturers agents, formerly of Bannatyne Ave., Winnipeg, have moved to 433 Ross Ave.

Eleven North Vancouver grocers have protested to the city council against small stores such as fruit stands and similar places selling groceries on Sunday.

John R. Simpson of Chase & Sanborn, Montreal, returned to the city Monday, after a three weeks' business trip to Newfoundland and the Maritime Provinces.

Arthur H. Mason, for many years connected with the Mason and Risch Piano Co., but latterly with the Imperial Rice Milling Co., Vancouver, died on Aug. 28, aged 54.

The Cameron-Heap Co., wholesale grocers, with branches at Fort William, Kenora, Regina, Prince Albert and other

(Continued on page 60.)

Potatoes Aspire to Aristocracy

Dealers Assert They Will Be Selling Around \$3.60 per 90-Pound Sack By Christmas—
Now Quoted at \$1.80 to \$2.35—Ontario Crop a Failure—West
Coming to Rescue.

WHILE the egg is admittedly an aristocrat, and as such, entitled to be a close follower of fashion fully qualified to take its place in the ranks of the higher priced commodities on the markets this fall, who would expect such aspirations on the part of the humble, homely everyday potato?

Yet the potato is going to be right in the fashion, and high priced, too, this season. There are dealers who are today almost prepared to bet on the possibility of the price going to \$3.60 per 90-lb. sack after Christmas, and contracts offering at \$2.25 for six months' supply are being refused. For a brief few weeks money might be made on potatoes at that figure, but probabilities are that during the winter the business would be a steadily losing one.

Shortage Already Noticeable

There is already a shortage of potatoes on the market for immediate future consumption. The supply from the United States has practically ceased for the season. The Dominion becomes dependent on its own resources for its potato supply, and one of the principal potato producing provinces—Ontario—has experienced this year almost a complete failure of potato crop. The Ontario potato yield is the smallest known for years—in fact, many of the field crops are so poor that it will not pay to dig them at all. They will be ploughed in, and probably few potato sprouts will re-appear in the spring, for the tubers are simply non-existent in hundreds of drills. In consolation for Ontario, however, the few Ontario potatoes, which have been produced in spite of adverse weather conditions, are of good quality, though small in size. Some producers were fortunate in escaping the effects of the early spring deluge which ruined the Ontario crop after seeding had been completed, but even these luckier producers have lost by the effects of the very dry period of over two months before harvesting time, which is responsible for the smallness of the potatoes being marketed.

Late N. B. Potatoes Small

Even the fine crop of New Brunswick potatoes which is coming to the rescue of the supply at present, shows the effects of those two dry months, for the later varieties of New Brunswick potatoes will be small in size, though the earlier crop is abundant and of fine quality and size.

New Brunswick producers estimate that the potato crop of their province this season will amount to about 60 per cent. of the whole eastern provincial production. The crop is not, by any means, all harvested yet, though several hundreds of earloads have been shipped so far, and harvesting is in full swing. So far prices vary quite considerably for the New Brunswick product, quotations all the way between \$1.80 to \$2.35 being made, with prospects all towards the higher figures even for the qualities, which have been selling at the lower prices, and the market firm and going to firmer. This condition will probably maintain for a period, until the bulk of the New Brunswick crop comes on the market, with probable augmentations of supply from the West when there may be a slight easing of prices, but not for long. Price prospects for the potato after November are all in the upper class—the plain ordinary "spud" bids fair to be "a real swell" around Christmas.

Assistance of West Doubtful

How far the effect of the western provincial production this season will help the conditions created by the Ontario potato failure, is hardly to be estimated as yet. The Alberta and Saskatchewan potato harvest has barely begun and is inconsiderable at best, the Manitoba production is in a similar state, and likely to be all required within Manitoba; and the British Columbia potato is only just appearing on the eastern markets for its second year's venture across the prairies. So far only a few cars of Early Rose red potatoes from the Okanagan Valley have reached the east. While these are admitted to be good potatoes, their color is not calculated to enhance their price, the tendency of the eastern market being to favor the all white potato, at present. Prices of the B. C. product run in the neighborhood of the New Brunswick potatoes, but there will be no considerable supply of British Columbia potatoes on the eastern markets generally until the colder weather sets in, enabling the product to endure the long haul unimpaired.

Cattle Cars for Potatoes

The occasional shortage of cold storage cars is being coped with successfully now by the use of cattle cars for potatoes, the main thing in the transportation of potatoes in varying, early fall weather, with sultry spells, being to maintain ventilation.

In regard to transportation of the potato crop of New Brunswick, it is noted this season that a proposed increase in freight rates of from 3 to 6 cents per 100 lbs., has been postponed by order of the Board of Railway Commissioners, who were approached by a new organization representing nearly 90 per cent. of the New Brunswick potato producers, and named the New Brunswick Potato Exchange. It is calculated that the saving to the consumer effected by this postponement of the increased freight rate, in only the first few days of shipment from New Brunswick was in the neighborhood of \$1,500—the increase proposed being at the rate of \$15 per car, and the New Brunswick producers, having shipped over 100 cars of potatoes early in September.

Increased Cost of Sacks

Incidentally the increased cost of sacks will slightly affect the price of potatoes to the large consumer this season, tending to increase the cost per 90-lb. sack by about 7 to 9 cents, or possibly more, as the market for the materials used in the manufacture of sacks is rising. Old sacks are selling at 6 cents each at present, and new are not easily obtained.

N. B. Potato Crop

While it is rather early in the season to make definite predictions, the present indications are that the New Brunswick potato crop this year will be about the average yield. The acreage is about the same as last year and operations so far show good quality and very little rust or other disease. If these conditions are found to continue as digging progresses, the crop will be fully up to the standard. With little increase in the output, the home consumption has been steadily increasing during recent years, and this is sufficient to make some impression on the quantity available for export. The West India market absorbs a considerable quantity, also cutting into the quantity which might be shipped to Upper Canada. During recent years much of the surplus has been cared for by Montreal firms, who send their representatives through the province buying direct from the producers or local dealers.



L. P. Corbeau, sales-manager of The C. H. Catelli Co. of Montreal, has returned to Montreal after spending three months in Western Canada directing their sales campaign.

Sugar Price Holds at Decline

Canadian Sugars Went Down 40c—Cuban Raws Show Firmer Tendency—Tea Market Advancing—Coffees Hold Firm—All Nuts Will Be High in Price.
—Business Good During the Week.

Office of Publication, Toronto, September 14, 1916.

THE features of more than unusual interest to record are the declines in sugar and the advance in flour. All sugars went down 40c per hundred and at those levels are holding firm at present. A steadiness is now given to the market in view of the slightly higher prices of raw sugars. As the season for marketing the beet sugar is approaching, higher prices for cane sugar are not anticipated. The flour market is an uncertain one. The situation is dominated entirely by the wheat market. The advance in flour during the week was 20c per barrel.

In dried fruits there is every indication that there will be slightly higher prices in the primary market in prunes. Growers are holding out for 6c per pound, an advance of half a cent over present prices, and there seems very good likelihood of the packers coming across. Currants will be at exceptionally high prices this year. It is expected the retail price will need to be around 25c per pound. Consumption is expected to be about 10 per cent. in normal years on account of the high prices. All canned goods hold firm in price. Nuts of all kinds will be scarce and high in price.

Eggs have advanced two cents a dozen during the week with supplies short. Hogs, live and dressed, are slightly easier in tone, although the market has not declined during the week. The falling off in exports is the reason assigned. Cheese prices continue to advance. Honey is beginning to reach the commission men in larger quantities, with the indication that producers are ready to come to dealer's prices. Business has been good during the week.

Quebec Markets

Montreal, Sept. 12.—In spite of difficulties affecting the supply of such commodities as dried fruits from Europe, and canned salmon from British Columbia, and in spite of the general upward trend of many staples such as butter, eggs, cheese, and molasses, an air of satisfaction pervades the markets generally in Montreal and the Province. Demand is steady, and in some cases brisk. A good many thousands of boxes of cheese changed hands at high prices in Montreal. Butter is, in the opinion of some wholesalers, high enough, and bordering on the point where consumers may consider substitutes, thus reducing demand, and possibly price to some slight extent. But the export business in butter continues very large. Montreal city sales were reported generally brisk, and collections slow but sure following vacation season, with every indication of prosperity enabling enhanced prices to secure unabated demand.

SUGAR.—A forty cent drop on all sugars, coming not unexpectedly, re-

sulted from a similar and more pronounced tendency in New York. The market met the situation unperturbed, and surprise was even expressed in some quarters that the drop had not gone to 50 cents. There was some weakening in some directions, and again a strengthening tendency made itself felt quite markedly. With fluctuations of this sort sugar market was kept interesting. While some wholesalers declared it impossible to dispose of a car-load lot anywhere, others found a different market inclination, and raw Cubas certainly experienced a rally from 4½ to 4¼ with sharp buying at that. Retailers were prompt in advertising 20 lb. bags of sugar at \$1.60, and the preserving season coincident with the price drop produced a decided consumers' demand. In rather pessimistic vein some predictions of a further drop were made, with the assertion that those who got caught on the drop of the market were ready to unload rapidly in anticipation of a further downward tendency. This feeling however, is not characteristic of the market in general, the firmer tone being noticeable in many quarters. It is the opinion of wholesalers that quite a few retailers are pretty bare of sugar though they are buying only for im-

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—

Tomatoes plentiful.
Potato crop poor.

PRODUCE AND PROVISIONS—

Cheese high-priced.
Butter and eggs scarce.
Smoked meats firm.

FLOUR AND FEED—

Flour up 20c.
Feeds in big demand.
Market very firm.

FISH AND OYSTERS—

Lake fish abundant.
Sea fish scarce.
Smoked and dried fish scarce.
Oyster season opening.

GENERAL MARKETS—

Shelled nuts up.
Molasses up.
Sugar down.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour advances 20c.
All mill feeds up.
Barley products up.
Oatmeal advances.

FRUIT AND VEGETABLES—

Grapes good crop.
Late Crawfords in.
Potatoes scarce.
First sweet potatoes in.

FISH AND OYSTERS—

Lake fish scarce.
Sea fish more plentiful.
Oysters not yet in.

PRODUCE AND PROVISIONS—

Live hogs easier.
Eggs up 2c.
Butter firm.
Cheese advancing.

GENERAL GROCERIES—

Sugar declines 40c.
Flour up 20c.
All nuts high.
Canned goods firm.

MANITOBA MARKETS.

FLOUR AND CEREALS—

First patents up to 8.30.
Rolled oats jump 10c to 2.60.
Rolled oats will be higher still.
Cornmeal 98 lbs. now 3.00.
Delivery of new wheat slow.
Feed demand exceeds supply.

PRODUCE AND PROVISIONS—

Butter still going up.
No. 1 creamery 34-35c; No. 2, 32-33c.
Better eggs; higher quotations.
Cheese going up with butter.
Ontario large 20½c; Manitoba 17½-19c.
Live hogs advancing again.

FRUIT AND VEGETABLES—

Plums, red 30c, black 40c.
Tokay grapes down to 2.25.
Cantaloupes down to 4.50 crate.
Bartlett pears now 2.75.
Yellow onions 3.50 per sack.

FISH AND POULTRY—

Good demand for fresh whitefish.
Frozen whitefish 9½c; fresh 10½c.
Smoked gold eyes more plentiful.
Fowl arriving better—22c lb.

GENERAL GROCERIES—

Tea not likely to go down.
Peppers firming up again.
Local coffee prices may go up.
Prunes advance locally ¼c.
Jobbers bought raisins early.
Peas cannot be retailed at 10c.
Cheaper Manchurian bean expected.
Sugar declines 40c per cwt.

mediate requirements at present.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 40
50 lb. bags	7 50
2 and 5-lb. bags	7 70
Extra Ground Sugars—	
Barrels	7 75
50 lb. boxes	7 95
25 lb. boxes	8 15
Yellow Sugars—	
No. 1, 100 lb. bags	7 00
Dark yellow, 100 lb. bags	6 80
Bright coffee, bbls. only, cwt.	7 25
Powdered Sugars—	
Barrels	7 55
50 lb. boxes	7 75
25 lb. boxes	7 95
Paris Lump—	
100 lb. boxes	8
50 lb. boxes	8 10
25 lb. boxes	8 30
Crystal Diamonds—	
Barrels	8 00
100 lb. boxes	8 10
50 lb. boxes	8 20
25 lb. boxes	8 40
Cartons	9 05
Half cartons	9 75

*Not new prices; have been in force some time.

MOLASSES.—There is sufficient molasses in sight for the present requirements of the market. Before very long there may not be enough molasses for market needs, and prices may proceed upwards. The puncheon price is already up 5 cents in Montreal, setting the standard of rise. Corn syrups experienced a brisk demand, no doubt because of the outlook for molasses, which is also in big demand, but the market seemed satisfied with the syrup supply soon after the demand opened, and a lull followed.

	Prices for	
	Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.	
Punchcans	0 62	0 59
Barrels	0 65	0 62
Half barrels	0 67	0 64

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

COFFEE.—In spite of speculative operations on the New York coffee market which have tended to send prices there up a little, the prices in Montreal remain as last week. Nor is there any reason in the opinion of the best coffee merchants, why coffee should go higher this season. The crop arriving is a fine one, and in fine condition quite up to last year's in quantity and quality, declare leading importers. Furthermore the usually heavy German and Austrian demand is not likely to affect the markets of the American Continent for quite a little while yet. Consequently coffee should be one of those few commodities which will be both good and moderately priced this season.

TEA.—While some importers are finding the market rather dull for teas others report a better demand than existed at this time last year. Prices which had dropped quite 15 to 20 per cent. a few weeks ago have firmed up again slightly by about 2½ to 3 cents per pound for black teas. Japan teas are rather lower in price than they were this time last year. Tea buying is being done with particular care and not in any large quantities at present, and in view of the fact that prices

cannot be quoted as constant for any length of time the policy is considered favorably by the importers themselves.

Pekoe Souchongs, per lb.	0 23	0 25
Pekoes, per lb.	0 25	0 28
Orange Pekoes	0 26	0 31

DRIED FRUITS.—With prices firm and inclining to firmer the demand for dried fruits is not active, supplies being secured more or less as immediately necessary, and without tendency to stock up on these goods. There is difficulty in obtaining supplies from the direction of war affected countries, a direct shipload of currants from Patras to Montreal having been held up indefinitely. The California growers are displaying a tendency to try and rule the market, and as a result there is a deliberate withholding of eager demand, the packers being left to carry the stocks. Prices have become firm on the

a fair grinding demand, pepper shows an upward trend.

NUTS.—A firmness is generally noticeable in the market for nuts this week. Shelled walnuts have advanced a cent and are selling at from 37 to 38 cents per lb. which is as a matter of fact, the import cost for these. Shelled almonds are firm, and Texas shelled pecans are up 4 cents selling at 60 cents now. An interesting by-product of the world's nut supply, cocoa butter (imported from Holland) is selling at 40½ cents unchanged from previous quotations.

Almonds, Tara, new	0 19	0 20
Grenobles	0 18	0 19
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 37	0 38
Shelled almonds, 38-lb. boxes, per lb.	0 40	0 42
Sicily vlbets	0 18	0 19
Filberts, shelled	0	0 35
Pecans, large	0 19	0 20
Pecans (Texas shelled)	0	0 60
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

DRIED VEGETABLES.—Beans and peas continue in fairly constant demand with prospects of shortage helping the market on towards higher prices. The prevailing account of matters in connection with these dried vegetables is one of prospective shortage for the winter. Qualities are not outstanding, a fair average of quality being maintained. Peas, and barley have taken an upward trend on the Montreal market this week.

Beans—	
Canadian, 3-lb. pickers, per bushel.	6 00
Canadian, hand-picked	5 90
Canadian, 5-lb. pickers	5 80
Yellow eyes, per bushel	5 70
Lima, per lb.	0 08
Peas, white soup, per bushel	3 25
Peas, split, bag 98 lbs.	5 50
Barley, pot, per bag	3 40
Barley, pearl, per bag	4 65

RICE AND TAPIOCA.—No change is noticed in the market for rice or tapioca this week. Conditions are practically the same as last week, and there are no price changes to record. An improved demand is looked for however, and as stocks are not large there may be some variations in price when demand briskens.

CANNED GOODS.—While there has seldom been a bigger demand for canned salmon on the market than exists at present, the supply of canned salmon is hopelessly inadequate. It is possible to deliver only 35 per cent. of goods ordered, and where over 20,000 cases could have been disposed of only 8,000 or so are available. The B.C. salmon catch was 40 to 45 per cent. less than last year, and several high qualities are not packed at all, as instance red springs, while sockeye are \$9.00. Pink salmon rose 10c per doz. to \$1.35, and Chums 10c to \$1.05. Effect of the shortage of high qualities will be to stimulate demand for the lower grades helping to introduce some wholesale cheaper varieties to new consumers. Canned goods generally are going to be scarcer this season. Last season's pack

WHAT CANADIAN GROCER HAS MEANT TO ONE MERCHANT

"Must thank you for your valuable journal for considerable inside information. Have on hand at present sufficient canned goods, tomatoes, corn, peas, salmon, and pork and beans at midsummer prices to last for six months. Am enclosing P. O. for \$3 for renewal to Canadian Grocer. The first four issues last year made me twenty times the subscription price. Thanking you for the interest shown. Yours very truly,"

Lombardy, Aug. 30, 1916.

Coast. Apricots rose a cent a pound in ten days. A bigger enquiry from abroad for prunes is noticed and sizes smaller than 60 are difficult to obtain. An increase of ¼ cent is looked for on peaches. So far, however, prices remain as last week subject to shading owing to the conditions stated.

SPICES.—Conditions in the spice market are about the same as last week with no changes to record. The peculiar condition of the market in its broadest aspect at present, namely, the fact that prices are lower to-day on this continent than at the place of export is remarked upon by importers, and amidst a certain resulting confusion of market, a tendency towards higher prices is noticeable. So far, however, this is slight, for the spice market will hardly begin to be active for a couple of weeks yet. Some stocks are being held until the market becomes more brisk. There is hint of short crops heard, and talk is also of higher ocean freights. With

is off the market for the most part, and prices for the new pack are not being put forward as yet in anticipation of increases. There may be a marked shortage of tomatoes in the can. While the crops have been good they have come late for successful canning on a large scale, and the market will possibly experience a lack in this line which may advance prices a little more than even the ten cent rise noted this week. Tomatoes in the can are selling now at \$1.35, and though fresh tomatoes are abundantly obtainable the canned product is in demand.

Ontario Markets

Toronto, Sept. 14.—The two notable features in the market during the week have been the decline of 40c in the price of sugar and the increase of 20c per hundred in the price of all flours. The decline in sugar came by way of evening up to somewhere near a normal basis between the price of raw sugar and refined sugar. Consumption of sugar was disappointing previously, but with the decrease sugar refiners state there is a noticeable increase in the consumption. Flour advanced in keeping with a steadily firm and advancing wheat market. There is an uncertainty in the wheat market, due to the possibilities that may arise in the Balkans and the release of the Roumanian wheat.

New-laid eggs are firmer in price by 2c a pound. Butter is up 1c per pound. There is an easier tone in the hog market, both live and dressed, due to the fact that the export requirements are not as large at the present time. Salmon trout and whitefish have been scarce during the week, and some of the cold storage supplies have been used. All canned goods hold firm. Dried fruits are high in price. Nuts will also be very high. Business during the week has been good.

SUGAR.—As predicted in Canadian Grocer in the past two issues, the price of refined sugar dropped during the latter part of last week. The decline came when the issue was on the press, and so did not appear in last week's issue. All grades of sugar have declined 40c per hundred. Just at present the market locally might be described as a waiting one, although some refiners' agents report a good trade on the strength of the recent decline. Dealers generally are looking for further declines of refined in view of the very sharp declines so recent in raws and New York refined. The high point for Cuban raws was 5¼c, from which it has gradually and at last sharply declined to 3½c, stock in bond. Since the low figure has been reached there has been a recovery on sales to 37½c, 4¼c and latterly 4¼c in bond, re-

cording an advance of 5½c over the recent lowest. New York prices for refined declined from the high point of 7.65c to 7.25c; then to 7c, and latterly to 6.25c per pound, the last decline being made to readjust the basis between raw and refined. At one time this difference was 2.22c, while at the present time it is down to .98c, being now close to the normal point of about .50c. In Canada, prices for refined have advanced from the beginning of the year \$1.55, since which time three reactions have taken place, the total of the declines being 80c. At the present moment there is considerable strength in raws. Some sugar men assert their belief that the market has become settled for some time at any rate. The season for marketing the entire beet crop of the continent is approaching, which will in all probability forestall the possibility of getting higher prices for cane sugar, even should the price of raws again advance sharply.

	100 lbs.
Extra granulated sugars	\$7.46
Nova Scotia refined	7.36
Yellow, No. 1	7.06
Extra ground, barrels	7.81
Special icing, barrels	7.81
Powdered, barrels	7.61
Paris lumps, barrels	8.06
Assorted tea cubes, boxes	8.06
Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7.86
20 lb. bags	7.96
10 lb. bags	8.01
2 and 5-lb. cartons	8.16
Nova Scotia refined, 100-lb. bags	7.76
New Brunswick refined, 100-lb. bags	7.86
Extra Ground Sugars—	
Barrels	8.21
50 lb. boxes	8.41
25 lb. boxes	8.61
Powdered Sugars—	
Barrels	8.01
25 lb. boxes	8.41
Crystal Diamonds—	
Barrels	8.46
100 lb. boxes	8.61
50 lb. boxes	8.46
Paris Lumps—	
100 lb. boxes	8.56
50 lb. boxes	8.66
25 lb. boxes	8.86
Yellow Sugars—	
No. 1	7.56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—The market for molasses continues quiet. The expected heavier fall demand has not yet started. Prices hold steady and at high levels. There has been a good demand for corn syrup, with a larger consumption looked for during the fall and winter months.

TEAS.—Tea has a firmer tendency all down the line. On Monday a cable to one of the large importers stated that Indian teas sold on the London market one farthing to a halfpenny dearer. On Tuesday a cable stated Ceylon were also a farthing to a halfpenny dearer. The tea market generally is up 2c per pound during the past two weeks. Tea men confidently look forward to seeing the high prices which prevailed at this time last year, when teas were 3c to 4c per pound higher than they are at the present time. The crop generally is smaller than last year. Growers have apparently shown a disposition to sell under the influence of increased prices. Talk of the resumption of the German submarine campaign is having a firming effect on

the market. A much larger consumption of tea is expected after prohibition goes into effect on September 16. Tea men in the Western provinces where prohibition now prevails assert it has had this effect on their trade. Pekoe, Souchongs and Pekoes are slightly firmer in price.

Pekoe Souchongs	0.23	Per lb.
Pekoes	0.24	0.25
Orange Pekoes		0.26
Broken Pekoes		0.28
Broken Orange Pekoes		0.30
		0.32

These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.

COFFEE.—The anticipated increase by some dealers in coffee prices locally has not yet taken place. Santos, Bourbon, is firmer by a cent per pound, and Santos is also quoted 1c up. Brazil coffees are at the highest point in the primary market that has been touched during the past four or five years. Stocks at the Brazilian shipping ports have increased to 2,526,000 bags, as against 2,400,000 during the same period last year. There has been a hesitancy and hedging in putting into effect higher prices generally in the primary markets. As yet there is apparently lacking a real impetus for the forward movement. The big consideration in the advance of prices will be the prospect of peace. That time has not yet been definitely set.

Coffee, Roasted—		
Bogotas, lb.	0.27	0.31
Jamaica, lb.		0.25
Java, lb.	0.33	0.36
Maracaibo, lb.	0.25	0.27
Mexican, lb.	0.27	0.31
Mocba, lb.	0.33	0.36
Rio, lb.	0.20	0.21
Santos, Bourbon, lb.	0.25	0.26
Santos, lb.	0.23	0.25
Chicory, lb.	0.13	0.15
Santos, lb.	0.23	0.25
Chicory, lb.	0.13	0.15

SPICES.—Caraway seed has held firm during the past week with a firmness in the primary market. Locally it is selling at 31c to 32c per pound. The cream of tartar market is firmer, an advance of 19 shillings being recorded in the primary market. Locally it is selling at 51c. The demand for all spices continues fairly good.

DRIED FRUITS.—There has been considerable activity manifested in the growers' market on California prunes. Many of the growers have even declined to sell at the 51½c level, and are holding for 6c per pound, the figure fixed by their association some months ago. With keen buying competition among packers it is considered not an impossibility that prunes should be selling for this figure in the near future. The 1916 crop of prunes excels in quality and size of fruit any that has been harvested for many years past. The 30-40, 40-50 and 50-60's are reported to be the cream of the crop. Currants will be at an almost impossible price. It will cost in the neighborhood of 15c per pound to bring the commodity to Canada. This will mean that currants will have to retail around 25c per pound. Importers expect the consumption of currants this year will not be over 10

per cent. of a normal year. It is expected that except for a small demand around Christmas time for puddings and such like there will be a very small consumption.

Apples, evaporated, per lb.	0 08½	0 09
Apriots—		
Choice, 25's, faced	0 14	0 15
Extra choice, 25's, faced	0 16½	0 17½
Fancy, 25's, faced	0 17½	0 18½
Candied Peels—		
Lemon	0 18½	0 19½
Orange	0 18½	0 19½
Citron	0 23	0 24
Currents—		
Filliatras, per lb.	0 14½	0 15½
Patras, per lb.	0 15½	0 16½
Vostizas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Packages, 3 doz. in case	3 80	3 90
Golden dates, lb.		0 08½
Prunes—		
30-40s, California, 25-lb. boxes		0 13
40-60s, 25-lb. boxes		0 11
50-60s, 25-lb. boxes		0 09
60-70s, 50-lb. boxes		0 08½
70-80s, 50-lb. boxes		0 08
80-90s, 50-lb. boxes		0 07½
90-100s, 50-lb. boxes		0 07½
25-lb. boxes, ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09
Std., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09½	0 09½
Extra choice, 25 lbs., faced	0 10½	0 10½
Fancy, 25 lbs., faced	0 10½	0 11
Raisins—		
Valencia, Cal.		0 09
Seeded, fancy, 1 lb. packers		0 11
Seedless, 12 oz. packets	0 11	0 12
Rangoon B, per 100 lbs.	4 25	4 50
Packing rice, 100 lbs.	4 50	4 75
Texas Japans, 100 lbs.	4 75	6 00
Tapioca, per lb.	0 09	0 10

RICE AND TAPIOCA.—There has been a fairly good demand for rice. In the Southern United States some damage is reported to the crop through rains. Tapioca demand continues fair. There have been no price changes during the week.

CANNED GOODS.—The canned goods situation has remained firm and unchanged during the week. Packers are now waiting to see what the tail-end of the sockeye run will bring in Western waters. There is not much hope that it will spring any surprises and increase the present short supplies. Cohoes and pinks are still running, but the catch is light. Every line of canned salmon will be short. Sales under the recent new prices have been heavy. Tinned goods like kippered herring and finnan haddies are also a short pack. This is ordinarily the heaviest shipping season from points in the Maritime Provinces. From present indications it is expected higher prices will prevail in these lines.

NUTS.—In keeping with almost all grocery lines, nuts will be no exception to the high prices rule. Filberts, which normally sold at 65 to 70 shillings, are now selling at 108 shillings in the primary market. Tarragonas will have to retail around 25c per pound this year; ordinarily the price is 15c. People, however, are getting used to high prices, and are no longer questioning them. Prices to the retail trade on the new crop will be quoted around the following figures:

Tarragonas, lb.	0 20	0 21
Marrbots, French, in shell		0 15
Grenobles, lb.		0 17
Walnuts, shelled		0 40
Almonds, shelled		0 40

Manitoba Markets

Winnipeg, Sept. 14.—A local jobber informs the trade that when quotations on canned peas are based on opening prices, it will be impossible for the retail to sell any peas for 10c per tin. There are some houses, it is said, offering canned goods on a basis of last year's figures. These should be a good buy, for there is no doubt that this cannot go on for long, and it is a pretty safe guess that when new prices are named on fruits and vegetables not packed yet, they will be on a much higher basis than those of last year. This is due to scarcity of labor and higher cost of raw material. Prices are given below on new pack salmon. Quotations on red sockeye, 1-lb. talls, are high, and the supply is very limited.

The arrival of a Manchurian bean on this market should have an influence on prices for the coming year. At the present time, owing to American and Canadian dried beans being exceedingly scarce, jobbers are being asked very high prices, which most of them are not paying, as stocks as a rule are big enough to carry over to the new crop. This Manchurian bean has a yellow tinge, but the bean is said to be clean and cooks well. This will be offered to the trade at \$4.65 on arrival, but the price should be down to \$4 in three months' time. At the present time jobbers are asking \$5.30 and even higher for Japanese beans.

SUGAR.—Late last week the refined market in Canada declined 40c per cwt. on all brands. Refiners state that this was caused by the liquidation of speculative accounts on the option market. They further state that the market is now on a firmer basis, and that with the country bare of stocks and stone fruits coming on the market, there should be an active demand and a quick recovery in prices. A local jobber states that stocks in Western Canada are as low as they could be, and that buying should begin now, as experience had shown that when a big decline took place, the market became settled, and dealers commenced to buy. The basis to-day is \$8 for standard granulated.

Sugar, Eastern—	Per cwt.
Standard granulated	8 00
Extra ground or icing, boxes	8 85
Extra ground or icing, bbls.	8 55
Powdered, boxes	8 65
Powdered, 5bbls.	7 75
Hard lump (19-lb. case)	8 95
Montreal yellow, bags	7 60
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 95
Halves, 50 lbs., per cwt.	8 40
Bales, 20 lbs., per cwt.	8 40
Powdered, 5s	8 60
Powdered, 5s	8 85
Icing, barrels	8 60
Icing, 5s	8 60
Cut loaf, barrels	8 90
Cut loaf, 5s	9 10
Cut loaf, 25s	9 15

Sugar, British Columbia—	
Extra granulated sugar	8 00
Bar sugar, bbls.	8 45
Bar sugar, boxes, 5s	8 55
Icing sugar, bbls.	8 55
Icing sugar, boxes, 5s	8 85
H. P. lumps, 10-lb. cases	8 95
H. P. lumps, 25-lb. boxes	9 15
Yellow, in bags	7 60

SYRUPS.—There is no change in quotations on corn syrup, cane syrup, or molasses. It might be noted that the corn market is very firm again.

DRIED FRUITS.—The Association announces an advance on peaches over opening prices as follows:—Standard and choice yellows, Muir's fancy yellows and extra fancy yellows, ¼c; fancy Muir's, ⅜c; extra fancy Muir's, ⅛c. Prunes—Prices in California are up ¼c to ½c, according to sizes. Locally, some prices are unchanged, while others are up about ¼c. Currants—Market still firm. Cable from Greece states market has advanced five shillings within two weeks. Locally, stocks are down to a minimum and prices vary. One house offers fine Amalias, fresh goods, 10-oz. pkg., 12½c; 16-oz. pkg., 16¾c. Raisins—Most local jobbers have loaded up on the understanding that freights from California would be up after September 1. This order has been rescinded. Jobbers do not mind very much, as they needed the raisins, and will simply have to hold them. As the market is advancing in California, nobody is the worse for it. Apricots—Market reported easier.

DRIED VEGETABLES.—As far as Canadian and American beans are concerned, the situation remains the same, i.e., dealers are trusting that stocks already in hand will be sufficient to carry them through to the arrival of new crop. Some jobbers state that their stocks will carry them for two months. At any rate, the consumption is low, demand for contractors having been small. A development is likely to take place soon on account of the arrival in this country of a Manchurian bean, which will sell on arrival at \$4.65, and should have dropped to \$4 by December. These have a yellow tinge, which is liable to tell against them in the retail store; but they are said to be clean, and they cook well.

RICE.—Japan rices are much lower in the primary market than they have been for some time, but no changes are noted locally. Tapioca and sago are firm, but quiet.

COFFEE.—There has been an advance in freights, which has sent prices in the primary market up slightly. Some local houses are talking of raising prices all around, although the advance has not been sufficient to affect prices on well-known brands.

SPICES.—The pepper market has firmed up about ¼c. Cloves are also very firm.

CANNED GOODS.—In spite of the high prices being paid for new pack

fruit and vegetables, there are some houses with good stocks of last year's pack who continue to offer them at exceedingly low figures. This means that figures being quoted by the various jobbers differ very widely. However, this condition cannot go on long, and as all jobbers have bought fairly heavily on new pack goods, the retailer will soon be paying very high for his goods. One jobber advises his customers of the following advances in peas, Group B, compared with those of a year ago:

Peas, extra fine sifted	Advance 62½c doz.
Peas, Sweet Winkle	Advance 60c doz.
Peas, Early June	Advance 35c doz.
Peas, Standard	Advance 27½c doz.

These prices, it is explained, will make it impossible for the dealer to continue selling any peas at 10c per tin. On raspberries, he states, opening prices are 57½c per doz. higher than last year; red pitted cherries, 47½c higher, and strawberries, 22½c higher. He further warns dealers that these prices indicate to the dealer what prices may be expected on other lines of fruits and vegetables not yet packed.

The trade are annoyed at being unable to secure supplies of sockeyes, 1-lb. talls, and some have tried to buy in the United States. It is stated, however, that even in the States the pack is not more than about 10 per cent. Halves flats are more plentiful. The following are new salmon prices named by one house:

Red Sockeye, 1-lb. talls, case 4 doz.....	10 65
Red Sockeye, halves, flats, case 8 doz.....	12 80
Red Cohoes, 1-lb. talls, case 4 doz.....	7 75
Red Cohoes, halves, flats, case 8 doz.....	9 25
Pinks, 1-lb. talls, case 4 doz.....	4 95
Pinks, halves, flats, case 8 doz.....	6 40

TEAS.—Local houses do not hold out any hope for lower prices; on the contrary, they state that any change would probably be upward.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Sept. 13.—Local mills have advanced their flour prices 20c for 98's; so they are now \$3.85. Sugar declined 40c a hundred, to \$8.55, with an unsteady market. Eggs are now 23c and 21c, and butter is now 23c to 25c.

General—	
Beans, small white Japan, lb.....	0 08½
Flour, No. 1 patent, 98's	3 85
Molasses, extra fancy, gal.	0 75
Rollled oats, bail	3 30
Rollled oats, 80's	2 90
Rice, Siam, cwt.	4 75
Potatoes, local, per bush.	0 50
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt....	8 55
Shelled walnuts, finest halves, lb.....	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 23
Butter, creamery, lb.	0 24
Butter, No. 1 dairy, lb.	0 25
Butter, No. 2 dairy, lb.	0 23
Lard, pure, 5s, per case	10 30
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 25½
Lard, pure, 3s, per case	10 00
Eggs, new laid	9 00
Eggs, No. 1	0 23
Eggs, No. 2	0 21
Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 65
Peas, 2s, standard, case	2 85
Tomatoes, gals., case	2 50
Tomatoes, 2s	3 25
Tomatoes, 2½s	3 25

Tomatoes, 3s	3 45
Apples, gals., Ontario, case	2 00
Strawberries, 2s, Ontario, case	5 10
Raspberries, 2s, Ontario, case	5 10
Salmon, finest sockeye, talls, 48x1s, cs.	10 50
Salmon, pink, talls, 40x1s, per case....	4 00
Lobster, ¼s, per doz.	3 00

ALBERTA MARKETS (GALGARY)

By Wire

Calgary, September 13. Sugar dropped forty cents a hundred and there are signs of a still further decline. Domestic macaroni in bulk has advanced about one cent a pound. Flour (98's) is now \$4.20. Cheese is firm at 22c and lard is up half a cent so threes are now \$10.20. Bacon backs are down to 22c. Local potatoes are coming in in good shape and sell for fifty-five cents a bushel. New laid eggs are thirty-five cents a dozen. Number 1 storage are nine dollars a case. Number one dairy butter is twenty-five cents.

General—	
Beans, small white Japan, lb.....	0 08
Flour, No. 1 patent, 98's	4 20
Molasses, extra fancy, gal.	0 77
Rollled oats, bail	3 40
Rollled oats, 80's	2 90
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 55
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt....	8 55
Shelled walnuts, finest halves, lb.....	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 22
Butter, creamery, lb.	0 32
Butter, No. 1 dairy, lb.	0 25
Butter, No. 2 dairy, lb.	0 21½
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 25½
Lard, pure, 3s, per case	10 20
Lard, 5s, per case	9 83
Eggs, new laid, per doz.	0 35
Eggs, case	9 00

SASKATCHEWAN MARKETS

By Wire.

Regina, Sept. 13.—The harvesting demand for canned goods is heavy, and canned goods are hard to get. All dairy products are higher. Creamery butter is now 34c. Cheese is 23½c and 23¾c. Eggs are 26c. Sugar declined on Sept. 6th 40c, and is now \$8.34 a cwt, with yellow \$7.94. Walnuts (shelled), 40-42c; almonds, 47c; gallon apples bring \$1.88. Lombard plums are \$2.75, and raspberries, \$5.43. Strawberries are \$4.90; currants, 13c, and citron peel is 25½c. Corn syrup (threes), \$3.38; fives, \$3.75; tens, \$3.65, and twenties, \$3.66.

NEW BRUNSWICK MARKETS

By Wire.

St. John, Sept. 13.—First New Brunswick apples (Duchess of Olenburg) are now on the market at from \$1 to \$2.50 a barrel. Provincial production reports show crops fair, with prospects for winter apples up to the average; but, as usual, not enough to supply home demand. American bog cranberries are arriving at \$9 a barrel. Onions are scarce and higher. American pork is up \$36 to \$36.25. Dairy butter is now 30c to 32c, and creamery is 34c to 36c. Eggs, 30c to 35c. Manitoba flour is \$9.45. Ontario is \$8.60. Rolled oats are \$7. Potatoes are firmer at \$1.75 to \$2 a barrel. Sugar is down 40c.

CURRENT NEWS

(Continued from page 54.)

western centres are opening a branch at Dauphin, Man.

The Graham Company, engaged in the canning and evaporating of vegetables, has leased the defunct B. C. Pressed Brick Company's premises on the waterfront at Stevenson, B.C., and will bring an evaporating plant from Grand Forks.

The council of Calgary Board of Trade, have unanimously endorsed the suggestions of secretary, D. G. Campbell, that the board seek quarters in the central part of the city, and establish quarters in conjunction with the board, which would become a business men's club.

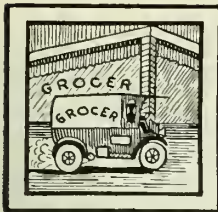
The C. H. Grant Co. have recently been incorporated, and will carry on a brokerage business at 509 Merchants Bank, Winnipeg. Mr. Grant is well known among grocery men in Western Canada. He went to Winnipeg from the East in 1905, and before starting in business for himself was with Nicholson and Bain.

The appointment to the ranks of captain of Edward C. Kelly, son of Andrew Kelly, of the Western Canada Flour Mills Co. has just been announced. He is now Assistant Provost Marshall at the Canadian headquarters, London, Eng. Capt. Kelly left Winnipeg with the first contingent as a private with the Fort Garry Horse.

Three million dollars' worth of canned meats, hams and pork for the French Army, to be delivered from November to March next, is an order just won by the Canadian packers, Pat Burns & Co., of Calgary, in competition with the largest Chicago firms. There is also a large chilled beef order for the same firm.

The incorporation is announced of The Pelco Producing Co. The capital of the company to be forty thousand dollars, divided into four hundred shares of one hundred dollars each; the Head Office of the company to be situated in Toronto, and the provisional directors of the company to be L. H. Coloney, H. Bottomleg and F. Wilmore.

The proposed increases in the rates on canned salmon from British Columbia to the Canadian Northwest and Eastern Canadian centres, which were to have become effective on September 15, have been postponed until December 30. Railway officials believe that this is due to the agitation that arose among shippers in the province who contend that they have already made their sales for the season and that it would be unfair to impose these rates at a time when they could not afford them.



THROUGH OTHER SPECTACLES



M. O. INTERESTS SEEKING FAVORS

From Hardware Bulletin (U.S.)

One of the most outrageous pieces of political partiality that ever came to our attention is just now being pulled off in Washington.

It is of so suspicious a nature that the proof of any Congressman or Senator leading it countenance should brand him as unfit to hold office.

Here are the details: A bill has been introduced in both houses to establish a National Chamber of Agriculture.

It provides among other things that there shall be local, county, state and national organizations with paid secretaries, and whenever any farmer wishes to sell or buy any commodity related to the farm, the local secretary working through his superior secretaries in order of rank would look after the sale or the purchase.

The term "sell" looks like a bait, also a blind.

This bill provides for an army of high salaried officials and promoters, some of which are to receive \$20.00 per day and expenses and besides this \$250,000.00 is to be appropriated from the U. S. Treasury for such other work as may be necessary to educate the public in the use of this plan. Also the Government is asked to grant to this new organization the franking privilege on its mail.

Ostensibly this bill is being pushed for the purpose of reducing the high cost of living by developing a system of direct dealing between producer and consumer, utilizing parcel post in making shipments.

Stripped of its extremely thin veneer it looks like a scheme by which the Government would build and finance an organization for boosting the business of Sears Roebuck, Montgomery Ward and other mail order houses.

The Southern Commercial Congress, headquarters Washington, D.C., is sponsor for these bills. According to the statement of its managing director, C. J. Owens, it got its inspiration from Hon. David Lubin, who signs himself, American Delegate to the International Institute of Agriculture at Rome.

Now who is David Lubin? We have made some inquiries concerning him and hear that at one time he was the owner of a department store on the Pacific Coast and was known as "the original mail order man." So much for that.

Now it is reported that the Southern Commercial Congress selected a special promotion committee, appointing as its chairman, Chas. J. Thorne, president of Montgomery Ward & Co., and that he, Lubin and Owens, are the ones most actively engaged in pushing the above named bills.

Now read this:—Mr. Lubin prepared a special pamphlet setting forth his scheme. Through the instrumentality of D. U. Fletcher, United States Senator from Florida, an edition was published at government expense. It is known as Senate Document No. 240, and is headed "Direct Dealing Between Producer and Consumer," an outline of a plan for direct dealing between producer and consumer, through parcel post service, employing mail order methods."

So much is said about Montgomery Ward & Co. and Sears Roebuck in this pamphlet that it looks like special government boost for them.

The report comes from Washington that one million extra copies of that document were printed in the government printing office and paid for by mail order people.

These were mailed out all over the country. The addresses on the envelopes tallied exactly in typographical style with those on Montgomery Ward catalogs so we are sure that the same mailing list was used in directing.

So far as we can find, these million pamphlets were sent out at government expense, bearing the frank of United States Senator Duncan F. Fletcher. The regular postage on those pamphlets would have been 8c each, the way they were mailed out. Therefore the Senator from Florida has contributed at government expense \$80,000.00 in first-class postage to boost a scheme in which Chicago mail order firms seem to be the main beneficiaries.

Considered on its merits the Lubin proposition appears visionary and impractical—and we believe if the bills are ever reported out of the committees Congress will so regard them, but as a smooth advertising trick we acknowledge this as the biggest thing the mail order houses have pulled off in years.

THE PERSONAL FACTOR

(From Higham's Magazine.)

Personality enters into every sale and makes that sale more profitable than it might otherwise be, for it is well known and appreciated by everyone that a good salesman can often effect the sale of a more expensive article than the purchaser at first intended to buy.

The salesman's "I would buy this one myself" is often a far more powerful argument than the most carefully thought-out selling talk it is possible to make, which proves our case in favor of personality in selling.

The shopkeeper who will study how best to retain his individuality and make it a part of his business practice, and the firm that will, in advertising, speak as man to man—instead of as an organization to the world—will both profit, for it is human to respond to the voice of an individual, while ignoring the appeal that comes apparently factory-made and impersonal in tone.

It has been said that business—shopkeeping—is to-day less dignified and less personal than it used to be. It should not be so, and the shopkeeper who makes an effort to get back that lost dignity and personality will be doing something for the good of business in general, and something that will be to his profit, for the personal element in business successfully meets the competition of the big stores and retains the custom which otherwise might go to them.

TECHNICAL EDUCATION

(From the Irish Grocer.)

The British Institute of Certified Grocers has issued an appeal to the young people in the trade, their employers, and the education authorities, with regard to the desirability of youths in business devoting a portion of their leisure time next winter to the improvement of their education in subjects, the knowledge of which will make them better grocers and better citizens. It is in the vital interest of young people that they should realize that their success in life depends on the extent to which they avail themselves of the opportunities offered to make themselves well informed in matters such as bookkeeping, arithmetic, and knowledge of the goods they handle daily. It is at the same time at once the duty and the interest of employers to bring their influence to bear on the younger members of their staffs to induce them to make an effort in that direction. It is by that means that greater efficiency and enterprise will be secured for the conduct of business, and apart from the duty which one owes to all one's dependents to see that their welfare is advanced by every possible means, it is an employer's own interest to encourage and facilitate the young persons in his employment to utilize their spare time in useful ways. In large centres of popula-

tion there are numerous facilities for doing so, but nowadays there is scarcely any place where there are not opportunities for improvement of a very useful kind.

JUST A LITTLE GINGER

(By Arnold Abbott, in New York Herald)

The owner of a big department store out West was once asked why he paid his manager so large a salary.

"It doesn't seem to me he does so much," added the questioner.

"Well, as a matter of fact, he doesn't do so much," replied the millionaire, "but I base his pay on what he is more than what he does. In the first place, he is honest, and that makes him worth a good deal. In the second place, he is cheerful, and in some ways that is worth more than honesty, though I don't underrate the prime virtue.

"But I must admit it was his cheery nature that first attracted me when he came to the store as a salesman, and after I saw what valuable use he made of his attribute among his customers and fellow clerks I started him up the ladder. I was thinking the other day I would have to raise his salary soon, for he's so popular with the whole store-family that I fear they will some day mutiny and put him in my place!"

The man who said this was a hard-hearted business genius, noted for his ability to make every move pay in dollars and cents. He was no dreamer. He simply had common sense plus, which is a rare and wonderful thing.

The man or woman who thinks the physical condition of the pay envelope is governed solely by the amount of work done is mentally shortsighted and needs new spectacles. Of course, ability to do work well is the first consideration in the world of business, and personality without ability is not negotiable in that world. But ability plus personality means success of the best sort nine times out of ten.

And of all the attributes of personality which attracts others cheerfulness is easily first.

Stevenson said:—"A happy man or woman is a better thing to find than a five pound note." The word "cheerful" may be inserted for "happy" without necessitating any further change. And the attitude denoted by this word is worth many a five pound note to any person who possesses it.

AN AUTOMOBILE FOR M. O. CATALOGUES

From St. Thomas Journal

The Mail Order business has grown and is growing to big proportions in St. Thomas and neighborhood. Is the blame of it due to the local merchants or can Toronto and Chicago houses compete with St. Thomas mercantile establishments? Similar conditions prevail in other centres in the province, but nothing is done to combat their influence. It remains for an association in a small town across the border called the Retail Merchants' Booster Club to get even with the outside business houses. The Club offered an automobile to the woman who would turn in the largest number of the big catalogues which had been distributed so freely among the people of the small burg and nearby country. So many of these were sent out by the mail order establishments that when gathered in by the women out after the auto that the club sold them for waste paper, and at the price offered for that commodity enough was realized to nearly pay for the auto.



FRUIT AND VEGETABLES



Grapes and Pears From U.S. Liked

California Fruit Mostly in Demand for the Time—All Except Lemons

Montreal—

FRUIT.—In imported fruit, the California product is queening it over the Quebec orchard produce for the time being on the Montreal markets, perhaps as a sort of expression of relief from the fear of the U. S. railway strike, which would have cut off the California supply altogether. Canadian apples are not being marketed at all, as the price available, 60c, 70c and \$1 per barrel is too small for the producers to consider. The fruit prices quoted here are mostly for the California varieties which are ruling the demand. The pear price variation is due to the condition in which the pears (Bartletts) arrive. The green, firm fruit fetches the top figure. The lemons are quoted for the Italian products, and are high, for they are scarce. Oranges are not plentiful on the market at present.

California Tokay grapes	2 50	2 75
California Malagas	2 60	2 25
Pears	1 75	4 25
Colorado peaches	1 40	....

Abundance of Fine Garden Produce

Market for Green-Stuff Good and Well
Supplied by Local Gardeners

Montreal—

VEGETABLES.—Abundant supplies of seasonable vegetables, and especially of tomatoes for preserving were noticeable on the markets of Montreal this week. Green goods were also in plenty, and in very good condition for the most part. Potatoes are not too plentiful, and it is predicted now that the Quebec crop will prove for a great part poor as in Ontario. The Montreal tubers are selling now at \$1.75 per bag of 75 lbs. The price is going up. Beans are fairly plentiful, and will not be very high priced.

Montreal

Beets, per doz. bunches	0 50
Beets, per bag	0 80
Beans, wax and green, per bag	1 00
Carrots, new, per doz. bunches	0 40
Carrots, per bag	0 90
Cabbage, per doz.	0 75
Cucumbers, per doz.	0 15
Cucumbers, pickling, per box	1 00
Celery, per doz.	0 75
Lettuce, head, per doz.	0 75
Lettuce, curly, per doz.	0 25
Lettuce, Romaine, doz.	1 00
Onions, per doz. bunches	0 50
Onions, per bag 75 lbs.	1 50
Onions, pickling, per pail 20 lbs.	1 00

Turnips, per bag	1 60
Vegetable marrow, per o.	1 00
Tomatoes, per box	6 50
Tomatoes, yellow, preserv. bz. box	0 75
Squash, per doz.	2 00
Egg plant, Montreal, doz.	1 00
Cauliflower, per doz.	2 60
Sweet potatoes, per hamper (4) lbs.	1 75
Watercress, per doz. bunches	0 40
Parsley, per doz. bunches	0 15
Mint, per doz. bunches	0 25
Corn, per doz.	6 10
Pumpkin, per doz.	1 50
Radishes, per doz.	0 10
Potatoes, Montreal, per bag 75 lbs.	1 75

Peach Prices are Now Holding Firm

First of Late Crawford's In Market—
Fruit Shipments Fairly Heavy—
Grapes Will Be Plentiful.

Toronto

FRUIT.—Peaches, pears, grapes and plums are now in the market in fairly good quantities. The price on peaches is holding firm at 65c to 85c for 11-quart lenos. Some of the first of the late Crawford's are now reaching the market and are of a good average quality. Apples are of a rather doubtful quantity as yet on account of the number of fallen fruit that has been mixed with the good fruit. Some nice Duchess apples by the barrel were selling at \$2.50 to \$3, Canadian grapes are now coming in good quantities and are selling at 35c per 6-quart basket both for the white Niagara and the blue varieties. From reports it would seem that grapes will be a good crop this year. The warm summer weather has been very favorable to their ripening.

Toronto

Apples, yellow harv't and astrach'n, 11 qt.	0 25	0 40
Duchess, barrel	2 50	3 00
Bananas, bunch	1 50	2 25
Blueberries, 11 qt.	1 25	1 75
Oranges—		
Late Valencias, case	4 00	5 50
Grapes, Cal., case	2 25	2 75
Ontario, 6 qt.	0 35	0 40
Lemons, Verdill, case	7 50	
California, 420's	7 00	
360's 300's	7 50	
Limes, per 100	1 25	1 75
Pears, boxes	2 50	3 00
Canadian, 6-qt. bkt.	0 25	0 35
11-qt. bkt.	0 40	0 60
Peaches, Elbertas, case	1 25	1 30
Peaches, Crawford's, late	1 30	1 50
Peaches, St. John freestone, 11-qt.	0 35	0 85
Crawfords, 11-qt.	0 50	0 85
Crawfords, 6-qt.	0 35	0 50
Plums—		
Bradshaws, Lombards, 11-qt.	0 30	0 50
Green Gage, 11-qt.	0 40	0 50
Plums, 4 baskets	2 75	3 00
Melons, sugar, Canadian, 11-qt.	0 35	0 75
Cantaloupes, 16-qt.	0 75	1 00
Alderberries, 11-qt. ....	....	0 25

FIRST SWEET POTATOES OF SEASON ARE NOW IN

Toronto—

VEGETABLES.—The first New Jersey sweet potatoes arrived in the local mar-

ket this week, and are selling at \$2.25 per 50-lb. hamper. They are of a fairly good quality. Ontario potatoes have not started to reach the market in sacks yet. The Delawares from New Brunswick are quoted at \$2.25 per 90-lb., which is 10c under that of last week. Red peppers are now in the market, and are quoted at \$1.25 to \$1.50 per 11-quart basket. Cabbages were quoted at 90c to \$1.25. Vegetable marrow found buyers at 40c per 11-quart basket. There was a wider range in corn on the cob, being quoted at 10c to 15c for yellow bantam and 20c to 30c for evergreen. Tomatoes were slightly higher in price, the 11-quart selling at 35c to 40c, as compared with 25c to 35c last week. The supply of all vegetables has been short.

Toronto

Cabbage, Canada, doz.	6 90	1 25
Beets, basket .....	....	0 40
Beans, green .....	....	0 50
Beans, wax .....	....	0 75
Carrots, basket	0 40	0 60
Carrots, bag 75 lbs. ....	....	1 40
Celery, Canadian, dozen	0 30	0 40
Corn, doz.	0 155	0 30
Cucumbers, basket	0 40	0 50
Gherkins, small, 11-qt.	1 00	2 00
Eggplant, 11-qt.	0 75	1 00
Onions—		
Spanish, crate 120 lbs.	4 50	5 00
Silver skin, pickling, 11-qt.	1 25	2 00
Peppers, green, basket	0 75	1 00
Red, 11-qt.	1 00	1 50
Potatoes—		
New Brunswick, Delawares, 90-lb. sacks	2 25	2 40
Sweet, New Jersey, hamper .....	....	2 25
Ontario, 11-qt. basket	0 35	0 60
Squash, summer, basket .....	....	0 50
Cress, water, basket	0 30	0 75
Tomatoes, Canadian, 11-qt. basket	0 30	0 50
6-qt. basket	0 15	4 20

Vegetables And Fruit Are Cheaper

Ontario Plums Are Having Good Sale
In Western Market—California
Grapes Down in Price.

Winnipeg

FRUITS AND VEGETABLES.

Plums are having a good sale just now; prices are as follows: Ontario blue plums 6's, 40c, red, 30c, and greengages 50c. B.C. crab apples are offered at \$1.35. Tokay grapes have dropped to 2.25 crate, and Malagas are bringing 2.50. Cantaloupes have dropped to 4.50 per crate, 45 to crate. Bartlett pears are quoted at 2.75. Valencia onions are now 1.50 case, and yellow onions 3.50 sack.

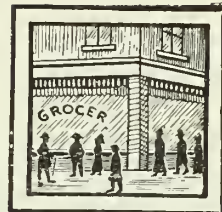
Fresh Fruits—

Apples, Washington, box	2 00	2 50
Apples, Duchess, No. 1 .....	....	5 00
Apples, Duchess, No. 2 .....	....	4 50
Bananas, lb. ....	....	0 04 1/2
Cantaloupes, crate .....	....	4 50
Grapefruit, case .....	....	6 50

(Continued on page 67)



FISH AND OYSTERS



Lake Fish Supply More Plentiful

Sea Fish Scarcer, and Halibut Price
Rises—Swordfish Scarce Now—
Haddock Supply Scanty

Montreal

FISH.—Hot weather has affected the fish market adversely, but lake fish have been plentiful, and prices for these varieties have inclined to ease off a trifle to the level of last week's quotations. Dore, pike and lake trout have all been plentiful, and in good demand. The quality also has been good considering the weather. Sea fish have been scarcer. Fewer halibut have reached the markets, and prices have firmed up to 15 cents, with a prospect of going firmer still. Haddock are very scarce owing, it is said to the depredations of dog-fish on the fishing banks. Sword fish are reaching the end of their season. Not many of these arrived for marketing this week, and the price rose one cent, to 13c, as against 12c last week. The scarcity of sea fish has to some extent affected the market in smoked and pickled fish. The smoked fish delivery has been light, and very few salt herrings have been offered at all. The pickled cod season is just opening. The first shipment to hand was offered at good prices, \$9.10 to \$10 per barrel of 200 lbs.

SMOKED FISH

Haddies, per lb., new cured	0 08
Haddies, fillets, per lb.	0 12
Digby herring, per bundle of 5 boxes	0 70
Smoked boneless herring, 10-lb. box	1 30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, per lb.	0 40
Prawns, Imperial gal.	2 25
Shrimps, Imperial gal.	2 25
Scallops	2 00

FRESH SEA FISH

Halibut	15
Haddock, fancy, express, lb.	16
Mackerel, per lb.	12
Steak, cod, fancy, express, lb.	16
Flounders	6
Flounders, New York	9
Salmon, Western	16
Salmon, Gaspe	20

FRESH LAKE FISH

Carp, lb.	0 10
Pike, lb.	0 09
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	0 13
Herrings, each	0 03
Herrings, lb.	0 06
Lake trout	0 13
Eels, lb.	0 08
Dore	0 13
Brook trout	0 25
Swordfish	0 13
Smelts	0 12

Public Appetite Keen For Oysters

Eager Demand for the First Products
of the Opening Season's Supply

Montreal

OYSTERS.—With a brisk demand the oyster season is opening. Already it is

the season for the Malpeeque cultivated oyster, and some of these are coming in. The quantity, however, is very small so far, and not likely to be increased greatly, as the season of growth was bad for the cultivated oyster. The quality of those supplied so far is good. With the opening of the public beds, which takes place on October 1st, increased supplies of oysters are expected. Not many United States shell oysters have appeared meantime on the market. Oyster prices quoted at present are \$1.50 per gallon for the ordinary qualities, and \$1.90 to \$2 per gallon for selected.

Oysters—

Selected, gal.	1 90	2 00
Ordinary, gal.	1 50	

Storage Supplies of Fish Drawn On

Fresh Lake Fish Supplies Reaching
Market Did Not Meet Needs—White-
fish and Trout Very Scarce

Toronto

FISH.—During the past week the supplies of whitefish and salmon trout reaching the local market were insufficient to meet the demands. In consequence, some of the storage supplies, placed away in the summer months when the run was big, have been requisitioned by the wholesalers in order to meet the needs of the trade. There has been a good demand for fish in this centre during the past two weeks, no doubt stimulated by the large number of visitors to the city at Exhibition time. Sea fish has been reaching the market in better quantities, western salmon and halibut being in good demand. Some New York mackerel and sole reached the Toronto market recently, but was in poor condition for keeping, and this class will probably not be brought in in any quantities until conditions are more favorable. The lines of fish now reaching this market are somewhat limited. All fish prices have held firm during the week.

SMOKED FISH.

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	0 45
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.

Halibut	12-13
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.

Pike, lb.	0 08
Whitefish, lb.	0 12
Herrings, lb.	0 07
Lake trout	0 12

Fresh Fish Will Soon Be Finished

Public Prefers Fresh Fish—Supplies
of Fowl Improving—Frozen
Fish Being Offered.

Winnipeg

FISH AND POULTRY.—Prices remain very much as they were a week ago. Both fresh and frozen whitefish is being offered, but the public are paying the extra price for fresh, which will be through in about a week. Frozen whitefish is quoted 9½¢, and fresh 10½¢. Lake trout is becoming more plentiful. Smoked goldeyes will be more plentiful next week. Supply of fowl is improving, quotations to-day being 22¢ per pound.

Fish—

Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 10½
Frozen whitefish	0 09½
Fresh finnan haddock	1 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12½
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickled, lb.	0 16
Smoked gold-eyes, doz.	0 50

Poultry, Live—

Fowl	0 22
Broilers, lb.	0 28

NO PROHIBITION

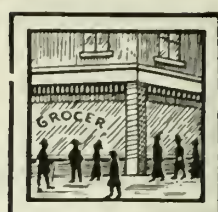
Washington, U.S.A.—Conferees on the emergency revenue bill to-day abandoned the Chamberlain amendment to prohibit admission of Pacific Ocean salmon or halibut through a foreign country except in bond from an American port. This, it was decided, would develop a commercial war with Canada and bring about retaliation against American Atlantic coast fisheries.

FRUIT GROWERS' CONVENTION

The annual summer meeting of the Pomological and Fruit Growing Association of the Province of Quebec, opened on Sept. 6 at the Oka Agricultural College at La Trappe, P.Q. A feature of the meeting was the encouragement given the prospects for apple growing and the discouragement given pear growing in the province. McIntosh Red and Fameuse apples were mentioned as the varieties best suited to the soil of Quebec, and a committee was appointed to confer with the Department of Agriculture in regard to conducting an educational campaign along this line.



FLOUR AND CEREALS



Flour Goes Up Twenty Cents

**Adverse Government Report on Crop
Held Responsible for Rise—Export
Demand Heavy Also**

Montreal—

FLOUR.—Owing principally to a distinctly adverse Government report on the wheat crop—although this had been anticipated to some extent, and prepared for—the price of flour here this week takes a 20 cent rise. The rise took place between Saturday night and Monday noon. Some flour was obtainable at the Saturday prices on Monday morning, but with Government buying anticipated and a big export demand, the increased prices are believed to have staying quality. The United States crop is poor, and already American buyers would gladly persuade some of the choice Canadian wheat across the border, but they are not likely to obtain much of it. New wheat is now being milled in small percentage with the older harvesting. By Christmas time it is expected to be all new wheat. Winter wheat flour shows a slightly easier tendency in price, at least as regards the supply in wood, the quotations for 90 per cent. in wood being now \$6.75 to \$7, as against \$7.25 to \$7.50 for this quality last week. Fancy patents have, however, risen 50 cents on their lower price of last week, running now \$7.25 to \$7.50. Cereals continue in excellent demand without increase of price, though oats experience a see-saw state of market. The opinion is that cereals will not show any rise of price until oats go two cents higher per bushel. There is small profit in them at present prices of \$4.35 for breakfast foods, \$4 for case oats, and \$2.90 for rolled oats in 90-lb. bags (by carload). In smaller lots rolled oats are quoted at \$2.95.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 70	
Seconds patents	.....	8 20	
Strong bakers	.....	8 60	
Winter Wheat Flour—		Car	Small
Fancy patents	.....	7 25	7 50
90 per cent. in wood	.....	6 25	7 00
90 per cent. in bags	.....	3 25	3 40

Flour Soars Up Yet Another 20c

Toronto—

FLOUR.—Another advance of 20c per hundred in all flours was recorded during the first of the week, which makes first patents in car lots now \$8.60

and \$8.80 in small lots. The advance followed on the steadily maintained firm and high price of wheat. On Monday, No. 1 Northern closed in Winnipeg at \$1.56 $\frac{1}{8}$ for October. At track, bay ports the same grade on the same day was quoted at \$1.68 $\frac{1}{2}$. There is a feeling of uncertainty in the wheat market, however, over the future. The entry of Roumania has injected the probability that new sources of wheat supply may be opened up. The exportable crop of that country is ordinarily between 70,000,000 and 80,000,000 bushels. Great Britain has purchased the crop from Roumania and is awaiting an opportunity to get the crop out. If developments take place in the Balkans that will allow this to be shipped out, there is a possibility that there would be a decline of 20c per bushel in wheat if for no other reason than sentiment. The demand for flour at the present time is slow. Millers are complaining that they have not enough to keep the mills running to capacity. The buying has been from hand to mouth. The export trade has also been quiet during the week. There is not much wheat in Ontario being delivered at the present time. Farmers are busy with other things and they are not in a hurry to sell, possibly waiting to see what developments will bring in the shape of higher prices.

Manitoba Wheat Flour—		Small lots, per bbl. of 2 bags	Car lots
First patents	.....	8 80	8 60
Second patents	.....	8 30	8 10
Strong bakers	.....	3 10	7 90
Ontario winter wheat flour, 90 per cent.	.....	6 40	6 00

BARLEY PRODUCTS HAVE ADVANCED; CORNMEAL UP

Toronto

CEREALS.—Higher prices prevailed in a number of cereal lines during the week. People are becoming aware of the fact that barley is going to be rather scarce and there has been a disposition to buy. Pearl barley has advanced from 20c to 35c per 98 pounds. Cornmeal has also increased in value under the continued strength in the corn market. Oatmeal has also advanced 10c per 98 pounds. The oat crop in Ontario will be poor. Some of the farmers are finding the straw too short to cut with a binder and consequently are turning their mower loose on the grain. Where the land was summer fallowed the straw is of better length. Rolled oats are also slightly higher by 5c.

Barley, pearl, 98 lbs.	.....	4 50	4 75
Barley, pot, 98 lbs.	.....	3 50	
Blackwheat grits, 98 lbs.	.....	4 50	
Corn flour, 98 lbs.	.....	3 00	3 05
Cornmeal, yellow, 98 lbs.	.....	2 95	

Graham flour, 98 lbs.	.....	1 05	4 15
Hominy, granulated, 98 lbs.	.....	3 40	
Hominy, pearl, 98 lbs.	.....	3 40	
Oatmeal, standard, 98 lbs.	.....	3 40	
Oatmeal, granulated, 98 lbs.	.....	3 40	
Peas, Canadian, boiling, bush.	.....	3 00	
Roller oats, 90-lb. bags	.....	3 10	
Roller wheat, 100-lb. bbls.	.....	3 50	
Rye flour, 98 lbs.	.....	3 20	
Whole wheat flour, 98 lbs.	.....	3 90	4 15
Wheatlets, 98 lbs.	.....	4 20	4 40

ALL MILL FEEDS GO

UP \$1 TO \$2 IN PRICE

Toronto

FEEDS.—In the face of the big demand and the decreased output of mills there has been an advance of \$1 to \$2 per ton in all mill feeds during the week. Bran that last week was selling for \$25 to \$26 is now selling from \$26 to \$28 per ton. Shorts that were formerly quoted at \$27 to \$28, are now quoted at \$28 to \$30. Middlings are now quoted at \$30 to \$32. This represents an advance of \$2 per ton. Feed flour has also gone up \$2 per ton and is now quoted around \$37. In some instances feed flour is selling as high as \$45 per ton. There is a scarcity of all mill feeds. There has been an extra heavy demand for heavy mill feeds for fattening purposes. Many of the mills are not running full time and this has curtailed production. The demand for flour is not large, and when grinding is not done the by-products are not produced. Shorts and middlings are difficult to get at any price. With the big demand and the shortage of coarser grains, it looks like still higher prices for winter feed.

Mill Feeds—		per ton	
Bran	.....	26 00	28 00
Shorts	.....	28 00	30 00
Special middlings	.....	30 00	32 00
Feed flour, per bag	.....	37 00	45 00
Oats—			
No. 3, Ontario, outside points	.....	6 55	0 56

Flour Advances In Western Centre

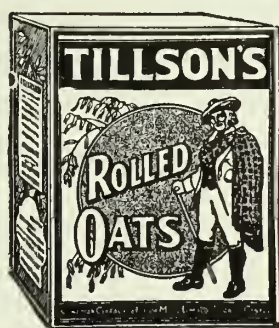
**Follows Wheat Upward—Good Milling
Oats Expected to Be Scarce As
Crop Is Light.**

Winnipeg

FLOUR AND CEREALS.—The flour market advanced again last week to 8.30 for first patents. This followed an advance in wheat, which was attributed solely to market speculation. Delivery of new wheat up to last week end was scant, the Saskatchewan crop being late. When it begins to move in larger volume, the market may be affected. Rolled oats are now 2.60—an advance of ten cents, brought about by an advance

(Continued on page 68)

Three Steady Sales-getters



The super qualities that have made the Tillson Line so justly famous, are creating for this trio a selling demand unequalled.

Place Your Order To-day

**Canadian Cereal and
Flour Mills Co., Ltd.**

Toronto, Ont.



Combating Criticism of Bacon Prices

Taking the Customers Into His Confidence is One Man's Method — He Figures it is Worth While to Spend Time and Trouble in Explanations—Differences Between This Year and Last in Bacon Prices—Turnover Not Affected, But How About Profits?

THE advancing cost of pork products has been a matter for serious consideration by the trade for some time. Week by week it seems that hogs and their products show at least a slight hardening, and comparisons, from year to year, show that there has been a distinct advance during the last twelve months. Consider these two lines of figures:

	1915	1916
Hogs, dressed, abattoir killed	\$11.75	\$17.50
Live off ears	8.65	11.90

These are very heavy increases, and it is no wonder that bacons, in common with other kindred lines, have advanced in much the same proportion.

To go into particulars, breakfast bacon was selling to the trade one year ago at 20 to 23 cents. To-day, it sells for 25 to 29. What effect does this have upon customers? How does the grocer and provisioner combat that effect?

There are questions answered by the Edwards Grocery Store, in Toronto. Canadian Grocer discussed this question with this store.

"There is no doubt that customers" it was said, "voice objections to the rising price of bacons. To the lay mind there is doubtless food for consideration on this advancing tendency. Breakfast bacon which is to-day five to six cents higher per pound than it was a year ago is, to the average customer, very dear bacon. They naturally wonder why. Whether or no the grocer can satisfactorily explain why, is the answer, too, as to whether he is selling as much bacon to-day as he was a year ago.

For ourselves, we are. We sell just as much bacon to-day as a year ago, probably more, allowing for a natural progress and development. The reason we do, under the circumstances of rising prices, is because we think we satisfactorily explain to the customer why she is paying more for bacon. I tell them flatly that the fundamental cause is the scarcity of labor. Men are scarcer on the farm. Men are scarcer at the factory where the hogs are translated into their various products, bacon, ham and the like. The great call for men for service has hit every industry, and certainly it has hit the farm. And

it has hit the packing house. I know of two or three concerns whose ranks have been seriously depleted by enlistment. What does this mean—I ask my customer, I go on to show that not only does it mean that higher wages have to be paid to such men as are available, to induce them, but also those who are taken on are not, in many cases, as young and as quick at their work, and in others not so experienced. All these things mean greater running expense for the packing factories. Couple this, I tell them, with the actual shortage of hogs, indicated day after day by the state of the hog market, and it is seen that the grocer is certainly having to pay more for his hog products when they come to his store.

All Pay.

"The customer, I show, is not the only one who is paying. All pay. Public as well as trade is muled. The grocer, in the average case, is probably not making as many cents per pound on bacon to-day as he was a year ago, because, anxious to sell for the very lowest price, consistent with getting his own advanced price—that is from the packer to him—covered, he is prone to make what is actually a less percentage profit to-day than was the case a year ago.

"I demonstrate this in actual figures. I show that the grocer, contrary to the opinion of some people who don't know and don't inquire, is not to blame every time the Department of Labor announces an increase in the index figure which indicates the cost of living. He is simply adding to his former price barely enough to cover the increased price to him. I hammer home, if I can, the idea that "all pay", the wholesaler, the retailer and the public. And I hammer home too, that the reasons, in many cases, certainly in bacons and such products, for higher prices to-day than a year ago is fundamentally the scarcity of labour due to the world war."

"Does it work? Do you have success with customers when you go into details with them in this way?" we asked.

"Almost invariably" was the reply. "They appreciate the time and trouble taken to explain things to them, and then they buy what bacon they want, irrespective of the slightly higher price."

"Is your total sale of bacon larger to-day than a year ago? Or has the higher price frightened some buyers?"

"It is larger, but our profits are not so big. This shows that we have dropped part profit to do all we could to sell as reasonably as possible to the grocer."

The Right Way.

This store has the right method. It believes in taking the customer into its confidence. The customer wants to know. Many grocers do not understand that; either they don't, or else it's too much trouble to tell the public why foodstuffs are high or low, scarce or plentiful. But taking the customer into their confidence is good policy. It pays, as this instance proves.

The Edwards store is a very attractive one. It is situated on a corner, and has thus the double benefit of two large street windows. These are low-lying windows, and spacious, giving lots of room as well as being very accessible from the interior of the store. The provision department is located at the back of the store, and is facing the customer as he or she enters. A handsome refrigerator for butter and eggs and also in summer time. Cooked meats which are liable to suffer from undue heat, is a feature. A special counter for cutting meats stands at right angles to the refrigerator, and a longer counter is next to it, as a sort of continuation, thus giving lots of counter space. A meat slicer shows that this grocer recognises the wisdom and good policy of modern and clean and efficient equipment.



NEW POTATO EXCHANGE

The New Brunswick Potato Exchange, Limited, 90 Colborne street, Toronto, is a new marketing organization, formed by most of the principal potato shippers in New Brunswick. S. W. Nelles and A. Mallinson are in charge of the office in Toronto.

The Exchange has taken a case of objection before the Board of Railway Commissioners for Canada, objecting to a proposed new freight tariff, increasing the freight rates on potatoes, and has got an order from the Board of Railway Commissioners, suspending the proposed new tariff until further order. The company has applied for a Dominion charter, with an authorized capital of \$49,500.



PRODUCE AND PROVISIONS



Provisions at Steady Prices

Feature of the Market for Pork Products and Cooked Meats, Its Constancy

Montreal—
PROVISIONS.—Prices of provisions in Montreal show great steadiness this week, the feature of the market being the complete absence of variation in the opening of business. Unchanged prices, good demand, and quite sufficient supply characterize the situation. Hogs were a little weaker, but lard remained steady. The tendency of prices seemed still to be on the up grade, though there is no upward alteration to quote in the meat supplies. Poultry prices rule at the lower levels of last week, the supply being abundant and the birds in good condition. Dressed hogs selling at \$17 to \$17.50, as last week, with the price weakening in some cases, were not in more than average demand. Hams were priced at from 24 cents to 26 cents.

Hams—		
Light, epr lb.	0 25	0 25½
Medium, per lb.	0 25	0 25½
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 37
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders, o'ast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13½	0 13½
Tubs, 50 lbs.	0 14½	0 15
Pails, 20 lbs., per lb.	0 14	0 14½
Bricks, 1 lb., per lb.	0 15	0 15½
Hogs—		
Dressed, abattoir killed	17 50	
Live, fed and watered	11 65	11 75
Live, off cars	11 90	12 00
Live, f.o.b.	11 30	11 40

Eggs and Butter Still Higher

No Great Scarcity Apparent, Though Prices Rule Firm for Product

Montreal—
BUTTER AND EGGS.—Both butter and eggs are aristocrats of the breakfast table and likely to remain so. Still Montreal wholesalers do not find any alarming scarcity of these necessities as

yet, though the export demand for them is heavy and getting heavier. Butter qualities are good, and there is enough in sight meantime. The finest grades are quoted at 36 cents, the cheaper qualities in tubs as low as 26 cents. Bakers' butter is very scarce, and 27 cents would probably be asked for it if any substantial quotation were made. Eggs are up again, but there is no whisper of any serious shortage yet. New lays are at 45 cents, selected 38c, and No. 1's at 34c. There are no No. 2's on the market. If there were they would fetch 27c to 28c.

Eggs—		
New lays, cartons	0 40	0 45
New lays, ex-cartons	0 40	0 42
No. 2's	0 28	0 30
Butter—		
Creamery, prints	0 35	0 37
Creamery, solids	0 36	0 37
Dairy prints, choice, lb.	0 28	0 30
Dairy prints, lbs., in tubs.	0 30	0 31
Finest, 56-lb. box	0 35½	0 35½
Pasteurized, 56-lb. box	0 35½	0 35½
No. 2, 56-lb. box	0 35½	0 35½

Exhibition Made Meat Demand Heavy

All Cooked Meat Prices Hold Steady in Price—Export Demand for Hogs Falling Off

Toronto—
PROVISIONS.—Under the influence of Toronto Exhibition provisions of all kinds had a good run during the past week. Prices held firm. Dressed hogs hold at the same quotation of \$17.50 per hundred and live hogs are selling at the same quotations. Live hogs have been coming along in fair quantity. The export market is a shade easier, as such large numbers of hogs are not being shipped to that quarter. This should have a tendency to make the local market for hogs slightly easier. Dry salt meats are a half cent easier in price.

Hams—		
Light, per lb.	0 25	0 25½
Medium, per lb.	0 25	0 25½
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 37
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders, roast, per lb.	0 31	0 31½

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18	0 18½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13½	0 13½
Tubs, 50 lbs.	0 13½	0 14
Pails, 20 lbs., per lb.	0 14	0 14½
Bricks, 1 lb., per lb.	0 15	0 15½
Hogs—		
Dressed, abattoir killed	17 50	
Live, fed and watered	11 65	11 75
Live, off cars	12 00	12 15
Live, f.o.b.	11 25	

MORE DAIRY BUTTER NOW REACHING MARKET

Toronto—
BUTTER.—All butter prices are firm and up 1c per pound. Quotations at the primary points are high. Eastern townships selling as high as 35½c per pound f.o.b. factory points. There has been a good demand for butter during the week, with the quality much better than during the hot summer weeks. A larger quantity of dairy butter is now reaching the market, as farmers' wives are better able to keep and work the cream. However, with the big demand for cream in cheesemaking, there is a disposition to let the most of the milk go into those channels and eliminate the bother and worry of butter-making. The supply of cream is decreasing slightly, there being a greater noticeable drop this year than in other years at this time. Dealers look for a fairly good make of butter this winter, but the demand for cheese is expected to keep the price high.

Creamery, prints	0 35	0 38
Creamery, solids	0 35	0 36
Dairy prints, choice, lb.	0 29	0 31
Dairy prints, lb.	0 27	0 28
Bakers	0 26	0 27

HEAVY CHEESE BUYING FOR EXPORT TRADE

Toronto—
CHEESE.—The demand for cheese continues heavy and prices are firmer by a half cent during the week. Large cheese are now selling at 21c to 22c. There has been heavy buying at the boards, which it is believed will go into the British export trade. Local prices are governed entirely these days by the export demand. In times past these conditions did not prevail and the local demand was a factor that helped keep prices steady and at low levels. But a new condition has been brought about through the war. Old cheese is practically off the market, very little being in sight or in hand.

Cheese—		
Cheese, large, per lb.	0 21	0 22
New, twins, per lb.	0 21½	0 22½
Sept., large, per lb.	0 22	0 22
Sept., twins, per lb.	0 22½	0 22½
Sept., triplets, per lb.	0 23	0 23

PRODUCTION OF EGGS SHOWS FALLING OFF

Toronto—

EGGS.—The production of eggs is reported short at this time of the year, when compared with other years. They are coming to the market in fewer quantities than they have for some years past at this time. Provision men are at a loss to know the reason. The conjecture is made that the hens may be moulting at the present time due to the influence of the warm weather. On the other hand, it is pointed out that farmers may be curtailing the feeding of their fowl. If the shortage is due to moulting, there will, in all probability, be larger supplies later in the season. But if it is due to the curtailment of the feed, the supplies will continue to be short. Eggs are quoted 2c per dozen higher during the week.

Eggs—		
New laids, cartons	0 38	0 40
New laids, ex-cartons	0 33	0 34
New laids, cartons	0 36	0 38
New laids, ex-cartons	0 32	0 33
No. 2's	0 26	0 27

DEMAND FOR POULTRY HAS KEPT UP WELL

Toronto

POULTRY.—Visitors to the city have evidently had the effect of making a good demand for delicacies in the meat line. Wholesalers report the trade good during the week. There is a little more poultry arriving from country points than that reaching the market last week. There has been very little packed in storage as yet. A few old gobblers still wend their lonesome way to market, forming the vanguard for the younger birds that will reach the consuming public around Thanksgiving time.

	Live.	Dressed.
Spring broilers, 1½ to 2 lbs.	0 18	0 22-0 25
Spring chickens, over 2 lbs.	0 18	0 20-0 23
Old fowl	0 14-0 16	0 18-0 20
Ducks, old	0 11	0 10-0 14
Ducks, young	0 13	0 10-0 17
Turkeys, old Toms	0 20	0 20-0 25

HONEY BEGINNING TO MOVE AT DEALERS' PRICES

Toronto—

HONEY.—Although honey has not been moving in large quantities as yet, some few earloads have reached the commission men in 60-pound pails, and in barrels, at their own price. There is a disposition on the part of the producers to cave in and accept the offering of the dealers. Honey has been changing hands from the producers around the 9c level. In barrels it has been bought at 8½c. Much of the supplies reaching the market are in the 5-pound and 10-pound tins.

Honey—		
Clover, 5 and 10-lb. tins	0 11½	0 12
5-lb. tins	0 11	0 11½
Comb, No. 1, doz.	3 00	3 75
Comb, No. 2, doz.	2 00	2 25

Butter And Eggs Climbing Upward

Demand Is Keen for Butter—European Export Keeping Price Up—Eggs Grade Better.

Winnipeg

PRODUCE AND PROVISIONS.—Eggs and butter continue to cause excitement. Perhaps the best reason that can be given why the butter market is so exceptionally firm is that we are just starting the season on produce, and the demand is keen, which would make the market firm anyhow. On top of that is an unusual demand from Europe, and the two factors together are sending market up. No. 1 creamery in cartons is to-day bringing 34-35c, No. 2 32-33c, choice dairy, 30-32c, and regular dairy in tubs 26-28c. There has been an advance in eggs due to the fact that the grade of eggs is much better now that the cooler weather has set in. Last week eggs were bringing 27c doz.; this week they are selling for 28c. Cheese continues to advance with butter, and today's quotation large Ontario cheese is 20½c. There is a small quantity of Manitoba cheese on the market, selling at prices ranging from 17½c to 19c. The quality, however, varies to a great extent. There has been a firming up in the live hog market caused by small receipts, the price jumping from 10.50 to 11.75, and was expected to touch 12.00 last week end. Meats are unchanged, and there is a better demand with the cooler weather coming on.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 27½	0 28
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	0 16½	0 16½
Cured Meats—		
Hams, boiled, per lb.	0 32½	0 33
Shoulders, boiled, per lb.	0 24	0 25
Roast hams, lb.	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.	34 00	34 00
Lard, Pure—		
Tierces	0 16	0 16
Pails	3 32½	3 32½
Cases, 10s	10 05	10 05
Cases, 5s	10 13	10 13
Cases, 3s	10 20	10 20
Cartons	0 17½	0 17½
Lard, Compound—		
Tierces	0 13½	0 13½
Tubs, 5s, net	6 74	6 74
Pails, 20s, net	2 80	2 80
Butter—		
Fresh made creamery, No. 1, cartons	0 34	0 35
Creamery, No. 2	0 32	0 33
Best dairy	0 30	0 32
Regular dairy, in tubs	0 26	0 28
Cooking	0 16	0 18
Fresh Eggs—		
Extras, in cartons	0 33	0 33
No. 1's, cases	0 27	0 27
Cheese—		
Ontario, large	0 20½	0 20½
Ontario, twins	0 21½	0 21½

FRUIT AND VEGETABLES.

(Continued from page 62)

Grapes, California, crate, Malages	2 50	2 50
Grapes, Tokays	2 25	2 25
Valencia oranges, case	5 25	6 00
California lemons	10 00	10 00
Peaches, crate	1 35	1 50
Pears, Bartlett's	2 75	2 75
Crab apples, box	1 25	1 25
Plums, blue, 6's	0 40	0 40
Plums, red	0 30	0 30

Plums, Green Gage	0 30	0 30
Prunes, Italian, 4 basket	2 00	2 00
Prunes, Italian, peach boxes	1 35	1 35
Vegetables—		
Peppers, per basket	0 75	0 75
Mushrooms	0 90	0 90
Carrots, dozen bunches	0 20	0 20
B.C. potatoes, new, lb.	0 07½	0 07½
Garlic, per lb.	0 25	0 25
B.C. onions, 100-lb. crates	3 50	3 50
Spanish onions, case	1 50	1 50
Tomatoes, B.C., crate, 4 baskets	1 00	1 00
Tomatoes, Ontario, 11-qt. basket	1 00	1 00

FLOUR AND CEREALS

(Continued from page 64)

in oats. Millers state that the oat crop is going to be poor from a milling standpoint, and are expecting to have to pay a premium for good milling oats. One miller states that rolled oats may be 2.75 before long. Cornmeal has jumped to 3.00 for 98's, due to scarcity of good milling corn. Feeds continue high, with the demand considerably in excess of the supply.

Flour—		
Best patents	8 30	8 30
Bakers	7 80	7 80
Cleats	7 10	7 10
XXXX	6 10	6 10
Cereals—		
Rolls oats, 83 lbs.	2 60	2 60
Rolls oats, pkgs., family size	3 90	3 90
Oatmeal, standard and gran., 98 lbs.	3 00	3 00
Cornmeal, 98 lbs.	3 00	3 00
Feeds—		
Bran, ton	22 00	22 00
Shorts, ton	24 00	24 00
Middlings, ton	24 00	24 00
Mixed chop, ton	36 00	36 00

Milkmen Want Increase

At the semi-annual meeting of the Milk Shippers' Association recently held in Montreal, it was the unanimous opinion of the meeting that the producers should have a considerable rise in price of milk this winter, owing to the extraordinary price of mill feeds and the short crop of grain and corn. It is recognized that while hay is a good crop, it is too costly a feed to produce milk economically. From authentic reports received from every district that produces milk for the Montreal market, it was found that grain is only about half a crop, and corn for ensilage not quite half a crop, and this is the farmers' cheap feed for milky production. Along with this shortage, milk feeds were from \$3 to \$5 per ton higher than last year. Cows were 25 per cent. higher, and labor was from 25 to 30 per cent. higher, and very scarce. Thus the farmer was up against most serious conditions, and the shippers felt that they would be justified in asking a higher price.

No price was fixed at the meeting, but a committee of six was appointed to meet with the dealers and discuss the whole situation.

Dr. D. McEachran, of Ormsby Grange Farm, Ormstown, thought that milk should be paid for according to quality and sanitary conditions. His stables and dairy scored 99 points and his milk tested over 4 p.e. butter fat, yet he received no more for his milk than those who sent from dairies that scored as low as 50 and 60 per cent., nor those that only sent milk testing 3.25 per cent. of fat.



Grocers of Canada

The broadest, strongest plan of real co-operation between the grocer and the manufacturer is the Armour plan. Our object is to make it easy for you to win, hold and multiply customers for the famous Armour brands of Quality Products. No efforts are spared to help you sell what we sell you. And what a line we provide!

Armour's
Veribest
TRADE MARK

**Ham, Bacon, Lard, Butter,
Eggs, Canned Meats and
Fish, Grape Juice, Soups,
Ketchup, etc.**

It will pay you to handle this Quality Product line, identified by the Armour Oval Label in blue and yellow. This oval is a trade-mark and grade-mark—known and trusted through all America. It is a real salesman.

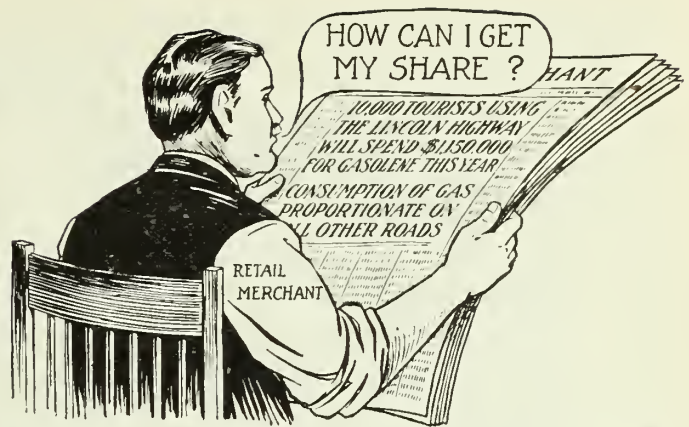
A big collection of Store Signs and advertising material is at your service. Ask the Armour salesman or write us direct.

ARMOUR AND COMPANY
LIMITED

HAMILTON

ONTARIO

M-702



How Much Comes Your Way That Gets Away?

Every auto that whizzes past your door, Mr. Dealer, will stop somewhere for gasoline. Why don't you stop them at **your** door? It's easy enough, if you use the right signal.

Autoists have long ago learned that a Bowser "Sentry" Pump is

THE SIGN OF A PROGRESSIVE GROCERY STORE

the same as a clock, out in front, calls attention to the jewelers, or a striped pole signalizes the location of a barber shop.

In addition to their advertising value

BOWSER
ESTABLISHED 1885

outfits are money-makers. You make a profit on gasoline and on other sales made to those who would not otherwise stop.

Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

This "Red Sentry" Equipment is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request

for descriptive matter and information concerning anything along this line won't obligate you in the least.

S. F. Bowser & Company, Inc.
TORONTO, ONT.

Sales Offices in All Centres and Representatives Everywhere.



If any advertisement interests you, tear it out now and place with letters to be answered.

SAUSAGE

SEPTEMBER marks the opening of Sausage Season. We are now booking orders for daily and weekly shipment and will be glad to book yours.

Made Under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

ESTABLISHED 1854

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON. CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
	Per doz.	Per doz.
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top
	Glass Jars
	16 oz. glass
	2 doz. case
	Per Doz.
Apricot	\$2 45
Assorted	2 35
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/4 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2 1/2's, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case, 10's, 1/4 doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case

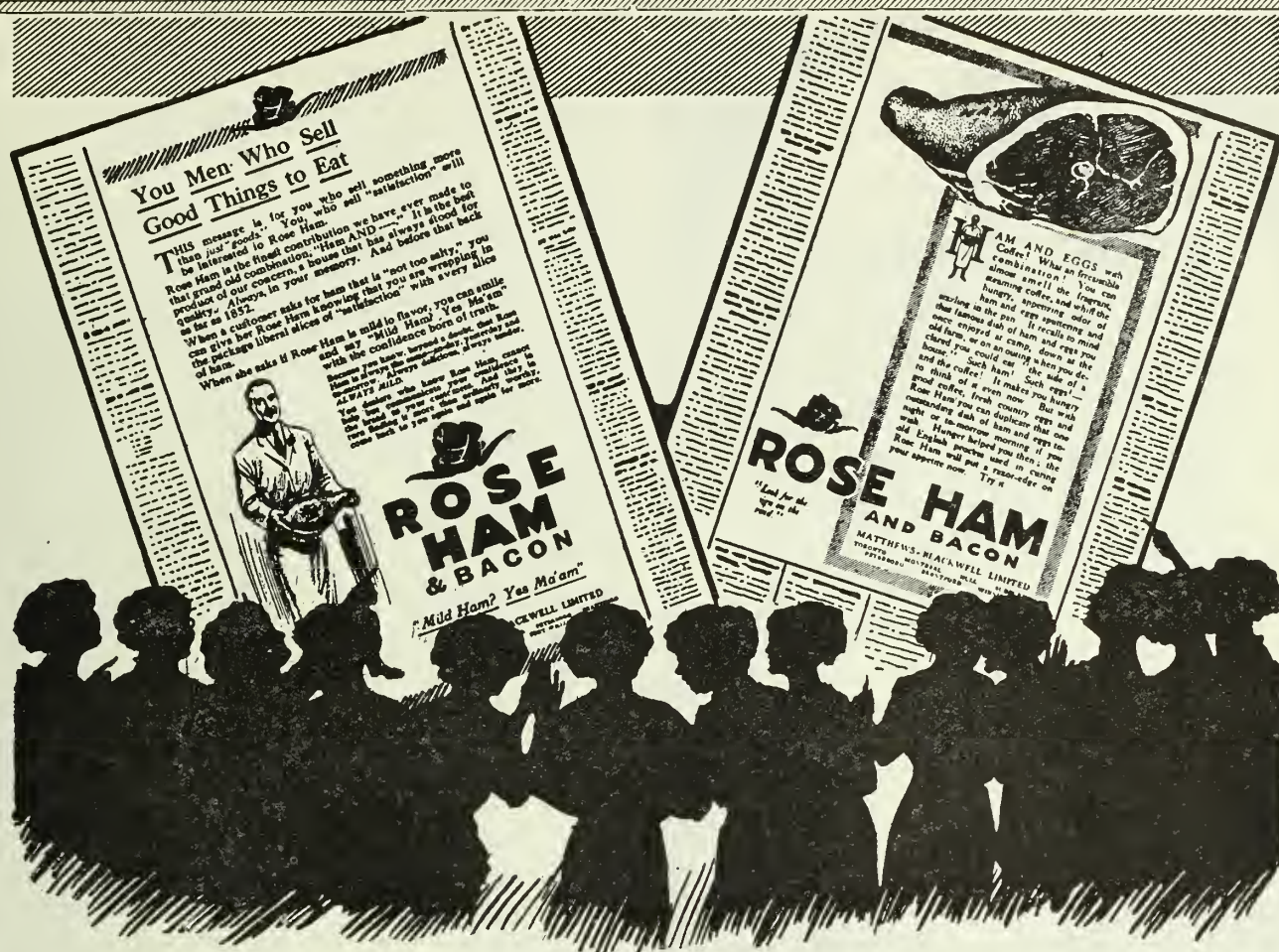
CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



The women are looking for the Rose Brand sign on the rind

and as we continue to advertise, the stronger will be your reason for selling Rose Brand Ham and Bacon, and the more it will pay you to get back of this line and push.

You will have calls for Rose Brand Bacon, so don't wait and have to say, "Madam, I don't handle Rose Brand," but put in a stock now and see how quickly the news

spreads and your sales increase. Back of the mild, full flavor of Rose Brand Ham and Bacon is the English curing process which gives Rose products that tender, juicy texture, crisp and appetizing.

With our distributing points centrally located, we can guarantee a service that is second to none.

Place your trial order to-day.

ROSE HAM

AND BACON

MATTHEWS - BLACKWELL, LIMITED

TORONTO
WINNIPEG

MONTREAL
SYDNEY, C.B.

HULL

PETERBORO
FORT WILLIAM

BRANTFORD
SUDBURY

If any advertisement interests you, tear it out now and place with letters to be answered.



WOMEN KNOW

the good and the bad points about corn brooms. They prefer a light weight broom, being easier to work with, but they wisely are sceptical of the quality, unless it is marked

The "NUGGET" Broom

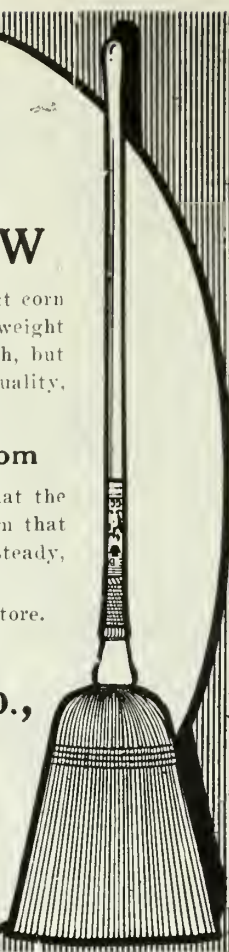
Women know by experience that the "Nugget" is the one light broom that can be trusted to stand up under steady, hard use.

Try one in your own home or store.

For prices, etc., write to

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



How many women customers come into your store daily?

Now, just think, if you had a little display of the

New All-Canadian All-Wooden Washboards

(retailing at 20c) in your store, what a number of profitable and easy sales would result.

The prevailing prices of zinc and aluminum have put those materials out of the question for washboard purposes.

The "New All-Canadian" fills the want thus created, and for all-round serviceability and wearing qualities it equals the zinc or aluminum line.

The "New All-Canadian" will be the washboard of the future. Try the selling merits of a trial order.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Ingredients for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27
--	------

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60.	13 25
Pint (1 doz. case), weight 20 lbs., retail each \$3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
Roast Beef, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25.	
Boiled Beef, 1s, 3.50; 2s, \$7.50; 6s, \$25.	
Jellied Veals, ½s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ½s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ½s, \$2; 1s, \$3.35; 2s, \$6.50.	

Is it worth while trying to introduce an unknown brand to a customer who has the utmost confidence in Chase & Sanborn's High-Grade Coffees?

Chase & Sanborn
Montreal

PEEK, FREAN'S DISPLAY.

Peck, Frenn's English Biscuits were again one of the special features on exhibit in the Manufacturers' Building at the Canadian National Exhibition. The Harry Home Co., who are the Ontario representatives for Messrs. Peck, Frenn & Co., were in charge of the exhibit, and advised all their many customers and the consuming public that the Firm of Peck, Frenn & Co. are now in a position to make regular deliveries of their Biscuits to all parts of Canada, and complete stocks for Fall trade are now coming forward, in addition to Import Orders coming direct to the Grocers in different parts of Canada.

The price is somewhat advanced over what it was two years ago, but all things being taken into consideration and comparing the advances of all other general lines of food products, the trade will readily notice that the advance on these Biscuits is very slight, and the demand is even stronger to-day than it was previous to the outbreak of war.

The Harry Home Co. will be pleased to furnish any merchant with a catalogue and price-list of Biscuits on spot in Toronto, and also a catalogue and price-list for direct import from the factory.

Want Ads.

Abstract

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

When all is said and done
—when all the hearsay and
gossip is over—in the final
analysis

St. Nicholas

is **THE** brand of Lemons
—the old Reliable brand
that makes you money and
gives you a sense of Pride
and Pleasure in the hand-
ling. Ask for

“St. Nicholas”

J. J. McCabe

Agent
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00
per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

NOVEMBER DELIVERY

Genuine Scottish Shortbreads and Assorted Biscuits

in small tins.

Our representatives are now soliciting orders for these lines.

For prices and descriptive lists, see them or write

McVITIE & PRICE of Canada
Limited
MONTREAL

Importers of McVitie's "DIGESTIVE,"
the "Premier Biscuit of Britain."

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
Lambs' Tongues, 1/2s,
Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
Sliced Smoked Beef, glass, 1/4s, \$1.50; 1/2s, \$2.25; 1s, \$3.25.
Tongue, Ham and Veal Pate, 1/2s, \$1.50.
Ham and Veal, 1/2s, \$1.20.
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/4s, 50c; 1/2s, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, 1/4s, \$1.50.
Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.50; 1 1/2s, \$9.50; 2s, \$13.
Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
Mince meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
In Pails, 25 lbs., 12c lb.
in 50 lb. Tubs, 12c lb.
in 85 lb. Tubs, 11 1/2c.
in Glass, 1s, \$2.30.
Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.
Clark's Peanut Butter — Pails 24 lbs., 17c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
Pork and Beans, Plain Talls, 1s, 55c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.
Pork & Beans, Tomato Sc. Talls, 1s, 55c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 2s, flat, \$1.75. Individuals, 70c doz.
Pork and Beans, Cbills, 1s, 55c; 2s, tall, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.
Tomato Sauce, 1 1/2s, \$1.15; Chili Sauce, 1 1/2s, \$1.15; Plain Sauce, 1 1/2s, \$1.15.
Pork and Beans, 1 1/2, Chili Sauce, \$1.15 doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.
Clark's Chateau Chicken Soup, \$1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.
Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 3s, \$2.35 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO.,
LIMITED.

PRICE LIST ON BOAR'S HEAD
LARD COMPOUND TO
RETAILERS.

Tierces 0 14 1/2
Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 3/4c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces

LAPORTE, MARTIN, LIMITED
Montreal. Agenciers

BASIN DE VICHY WATERS,
L'Admirable, 50 btles, litre,
cs. 5 30
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles,
cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50
btles, cs. \$9 00

IMPORTED GINGER ALE
AND SODA

Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15
Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-
lb. tins, lb. 0 38
Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha
Blend, 1-lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32
Princess, Java and Mocha
Blend, 1-lb. tin, lb. 0 22

MUSTARD
COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., 1/4-lb. \$ 1 60
D. S. F., 1/2-lb. 2 90
D. S. F., 1-lb. 5 75
F. D., 1/4-lb. 0 90
Per jar
Durham, 4-lb. jar 0 93
Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.
White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90
List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval 1lb.
1lb. dregde.
dregde. 2 1/2 oz.
Per doz. Per doz.

SPICES
Allspice \$0 45 \$0 90
Arrowroot, 4 oz.
tins, 55c
Cayenne 0 45 0 90
Celery salt
Celery pepper 0 45 0 90
Cinnamon
" whole, 5c.
pkgs., window
front, 45c
Cloves 0 45 0 90
Cloves, whole, 5c.
pkgs., window
front, 45c
Curry powder
Ginger 0 45 0 90
Mace 1 25
Nutmegs 0 45 0 90
Nutmegs, whole,
5c pkgs., window
front, 45c
Paprika 0 45
Pepper, black 0 45 0 90
Pepper, white 0 50 0 95
Pastry spice 0 45 0 90
Pickling spice,
window front, 90c
Shipping weight
per case 10 lbs. 15 lbs.
Dozens to case... 4 4

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN PEACHES

ST. JOHNS and
EARLY CRAWFORDS
YELLOW FLESH
FREESTONES

FINE QUALITY

ARRIVING IN LIBERAL QUANTITIES
DAILY.

Send your orders
to

The House of Quality
HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

Canadian Crawford Peaches

Now in Their Prime

We are handling the entire output of the leading growers and can supply the trade with the best peaches coming to the market.

If interested in car lots
we can interest you.

WHITE & CO., LIMITED
Toronto

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches
All These Men.

- *In Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use
Canadian Grocer's Classified Ad.
Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Your Trade Will Repeat.

MAPLEINE FLAVORING

brings back your customers. You can make no mistake. They come back for that genuine "Mapley" Tang. A real American Flavoring used for every purpose.

Order from:

Frederick E.
Robson & Co.
25 Front Street E.
Toronto, Ont.

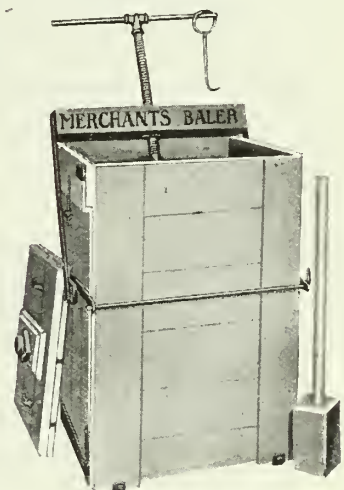
Mason & Hickey
287 Stanley Street.
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.



Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

One Inch Space
\$1.05 Per Issue
on Yearly Order.

If any advertisement interests you, tear it out now and place with letters to be answered.



EVERYTHING about Wonderful Soap will show you that it is the Wash-day Wonder Soap. The friend of the household.

The packing, the make-up and the quick sales have made it the friend of the grocer.

Wonderful Soap is a moderate-priced soap of high-grade quality, and a good profit attached to it for you.

The kind of soap it pays to push—the satisfaction giving kind.

Our quotations will surely interest you. Send us a card to-day while you think of it.

Guelph Soap Company
GUELPH, ONT.

You and Your Customer cannot be permanently fooled

If Cow Brand Baking Soda was not a better article than the common bulk article, it would most certainly not be selling as it is—or selling as it has. IT HAS TO BE BETTER TO sell at all; and IT IS BETTER.

Absolute purity of raw materials, the finest grades of raw materials. Their perfect combining; finest machinery, extreme care—these are the explanations of the betterness of



Cow Brand BAKING SODA

We want you to know this for your faith's sake.

Order through your jobbers.

Church & Dwight, Limited
Manufacturers - - MONTREAL

INDEX TO ADVERTISERS

A	L
Acadia Sugar Refining Co.	Lambe & Co., W. G. A. 80
Inside front cover	Laporte, Martin, Limited. 79
Armour & Co. 69	Lemon Bros. 73
B	Lipton, Thos. J. 39
Balfour-Smye & Co. 14	Liquid Veneer 1
Battle Creek Toasted Corn	Lyons & Marks 14
Flake Co. 38	Lytle, T. A. 52
Benedict, F. L. 80	M
Betts & Co. Inside back cover	MacKenzie & Morris 13
Borden Milk Co. 3, 30, 31	MacLure & Langley 13, 45
Bowman & Co., J. 80	MacNab, T. A., & Co. 13
Bowser, S. F., & Co., Inc. 69	Magor, Son & Co. 20
Brantford Scale Co. 37	Malcolm Condensing Co. 12
C	Mann, Laurie Co. 13
California Associated Raisin	Matthews-Blackwell & Co., Ltd. 71
Co. 10	Mathieu Co., J. L. 41
Canadian Cereal & Flour	McCabe, J. J. 73
Mills Co. 65	McCormick Mfg. Co. 17
Canadian Shredded Wheat Co. 16	McDonald, Chas. M. 13
Cane, Wm., & Sons Co., Ltd. 72	McVitie & Price, Ltd. 74
Catelli, C. H., Co. 49	Menzies, Stewart & Co. 14
Channell Chemical Co. 34	Meyers, Fred. L. 13
Chase & Sanborn 72	Millman, W. H., Sons 13
Church & Dwight 78	N
Clark, Ltd., W. 7	National Cash Register Co. 15
Climax Baler Co. 48	National Licorice Co. 19
Cochran, J. N. 13	Niagara Peninsula Publicity
Codville Co. Inside back cover	Association 76
Condensed Ad. Page. 48	O
Connecticut Oyster Co.	Oakey & Sons, John 80
Front cover	P
Connors Bros. 12	Patrick & Co., W. G. 13
Crescent Mfg. Co. 77	Peck, Fren & Co. 73
D	Pennock, H. P., Co., Ltd. 13
Davies, The Wm., Co. 42	Perry Co., The H. L. 13
Dept. of Finance 6	R
Dominion Cannery 5	Red Rose Tea Co. 15
E	Rock City Tobacco Co. 79
Eckardt, H. P., & Co. 75	S
Escott, W. H., Co., Ltd. 13	Smith & Son, E. D. 2, 40, 41
Estabrooks Co., Ltd., T. H. 32	Smith & Procter 10
Enreka Refrigerator Co. 19, 44	Smith, H. G. 41
F	Spratts 9
Fairbanks Co., N. K. 20	Stevens-Hepner Co., Ltd. 72
Fearman, F. W., & Co. 70	Strang Bros. 76
Freeman Co., W. A. 47, 70	Stephenson, Blake & Co. 77
Fry, J. S., & Sons, Ltd. 43	Swift Canadian Co. 51
G	T
Gipe-Hazard Store Service Co. 13	Tippet, A. P., & Co.
Gorman, Eckert & Co., Ltd. 33	Inside front cover
Grant, C. H. 13	Toronto Salt Works 80
Guelph Soap Co. 78	Toronto Butchers' Supply Co.,
Gunns, Ltd. 46	Ltd. 80
H	Trent Mfg. Co. 80
Hamilton Cotton Co. 76	W
Hargreaves (Canada), Ltd. 9	Wagstaffes, Ltd. 25
Hillock, John, & Co. 14	Walker Bin & Store Fixture
H-O Co., The 11	Co., Ltd., The 11
Hobart Mfg. Co. 29	Walker, Hugh, & Son 77
Hygienic Products Co. 9	Washington, G., Sales Co. 12
I	Watson & Truesdale 13
Imperial Extract Co. 16	Webb, Harry 13
Imperial Rice Milling Co. 9	Webster & Co., W. R. 19
Interlake Tissue Mills 36	Western Canada Flour Mills
J	Co., Ltd. 8
Japan Tea Co. 4	Wetley's, J. H. 12
K	White & Co. 77
Kearney Bros. 17	White, Fred. J. 13
Keatings 16	White Swan Spices & Cereals,
Kellogg, W. K., Cereal Co. 41	Ltd. Back cover
	Whittemore Bros. Corp. 8
	Wilson & Son 50
	Woodruff & Edwards 10
	Woods & Co., Walter 74



At Your Service!



WE have a special department to supply our customers, or anyone interested, with particulars and statistics regarding coffees, teas, soaps, sugar, etc., etc.

WHY not take advantage of this valuable service? We also supply advertising and sales suggestions on retail selling of different grocery lines—something every dealer will find of inestimable value. These are gladly furnished on request.

DON'T neglect this unusual opportunity of getting sound, practical information free of charge. Write us.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers



584 St. Paul St. West

Montreal



Why You Should Feature

KING GEORGE'S NAVY

**Prohibition — Sept. 16th —
men will chew more tobacco**

With the advent of a dry Ontario there is bound to be an increased demand for a chewing tobacco of quality. Here is a splendid opportunity for every Grocer to build up a really worth-while tobacco business.

Stock "KING GEORGE'S NAVY"—the popular palate-tickling chew. Thus you will reap your share of the coming big demand for chewing tobacco most men prefer.

Are you well stocked?

See your wholesaler.



Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers. If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

OAKLEY'S KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of
the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters
of Sausage Casings, Packers'
and Butchers' Supplies. Outfitters of
Meat Markets. Pure Spices a Speciality.
Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

We are now located in our new and
more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH

FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

United States Manufacturers

Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned.

Address in the first instance:

MANUFACTURER

c/o

CANADIAN GROCER
TORONTO

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

There is Money in Talking "Gold Standard" Products To Your Customers

Our Line Includes

Prepared Puddings, Jelly
Powders, Teas, Coffees,
Baking Powder, Salad
Dressings, Spices, Herbs,
and many other products.

When you show a product you know is good you are not afraid to let yourself get enthusiastic about it, because the goods will back you up. No food products could more easily stand your enthusiasm than

Gold Standard

This is a line of known quality. The dealers who handle it are satisfied with the quick turnover and the profit—the consumers are satisfied with the quality—

The Codville Co., Limited
Brandon, Moose Jaw, Winnipeg,
Saskatoon, Medicine Hat,
Prince Albert.

**Why Don't You Carry
This Splendid Line?**

Write us now for our proposition.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use--stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

FALL AND WINTER



ADVERTISING CAMPAIGN

1916

Don't Worry
about the
Price,
Worry
about the
Reason
for the Price.

SPECIALTIES

The Ones That Are Being Advertised

PANCAKE FLOUR (Self Rising)	per case of 2 dozen 2 lb. Packages	\$2.70
BISCUIT FLOUR (Self Rising)	per case of 2 dozen 2 lb. Packages.....	2.70
WHEAT FLAKES (Sterilized Breakfast Food)	per case of 2 dozen 15c packages	2.70
JELLY POWDERS (A Delicate, Dainty Dessert)	all flavors, per dozen .....	.90
SPICES (2½-oz. lithographed tins per dozen)	White Pepper, 95c .....	.90
EXTRACTS	2½-oz. bottles, per dozen.....	2.25
COFFEE (A perfect blending of choice Mocha and Java)	1 lb. lithographed tins per lb. ....	.36

Government Warranty on Every Package.

Your Profit
not less than
33¹/₃%
on Cost
or
25% Net on
Your Sale.

For more than twenty years Grocers all over Canada have recognized **WHITE SWAN** as the standard of quality, and ever since the Dominion Government passed an Adulteration Act, **WHITE SWAN** Products have all been guaranteed and sealed with a **GOVERNMENT WARRANTY**, which protects the dealer against fraudulent adulteration and is the consumer's guarantee as to purity.

GUARANTEE

You are permitted to refund the purchase price of any White Swan goods that are not found entirely satisfactory.

CO-OPERATION NOT COERCION

ADVERTISING,
FREE WINDOW MATERIAL,
MONEY BACK GUARANTEE.

ADVERTISING is an ever-increasing factor in our scheme of merchandising and we never consider that our products are really "Sold" until they reach the ultimate consumer. The big thought, therefore, back of all of our advertising, is to sell the "Dealer" and then sell the "Consumer" through the Dealer—but without the co-operation of Grocers our advertising wouldn't be worth a cent.

Put in a "**WHITE SWAN**" Display and link up your store with our Advertising—it will make more sales for you and more profits for both of us.

WRITE FOR FREE WINDOW MATERIAL AND FURTHER INFORMATION.

SEND US YOUR ORDER TO-DAY.

White Swan Spices & Cereals, Limited

156 PEARL STREET, TORONTO

Phone Adelaide 1690

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 22nd, 1916

No. 38

A Powerful Bovril Campaign

has now commenced in the leading newspapers throughout the Dominion, and this will be continued all the winter.

For a long time the great body-building power of BOVRIL has been recognized by the Medical Profession, and BIG SPACES will be used in the public press describing the striking results of experiments with BOVRIL upon human beings, as reported by the BRITISH MEDICAL ASSOCIATION.

These experiments proved the Body-Building power of BOVRIL to be in every case from 10 to 20 times the amount taken.

There will be a big demand for

BOVRIL

and Bovril Cordial

Order ample stocks early.

Our new large card in colors, 25" x 37" for your window background shall be sent prepaid on application.

BOVRIL, LIMITED
27 St. Peter Street, Montreal

THIS STAND WILL TREBLE YOUR
SALES OF

O-Cedar
Polish
(MADE IN CANADA)

With this stand in your store you will sell as much O-Cedar Polish in one week as you formerly sold in three weeks. Everybody will see it and they will remember to order O-Cedar.

This stand is a handsome piece of store furniture—not too large, but large enough to attract attention. It is 45 inches high, 12 $\frac{3}{4}$ inches deep and 25 $\frac{1}{2}$ inches wide, and will hold a good stock of O-Cedar Polish.

Make up an individual order for \$100 (net) of O-Cedar Products; send it to your jobber and he will send you one of these stands absolutely free. Do it now and watch your O-Cedar sales increase.

WRITE YOUR JOBBER TO-DAY

and ask him all about the O-Cedar Display Deals and Profit Deals.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



S. DAVIS & SONS, LTD.

CIGAR MAKERS

MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
“ New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
“ La Plaza	2 for 25c, equal to most 20c cigars.
“ Promoter Blunts	3 for 25c, equal to most 15c cigars.
“ Perfection	3 for 25c, equal to most 15c cigars.
“ Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
“ Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada

There's a selling reputation behind every line we handle

We have just received a splendid consignment of high-grade stock, including:

TWO cars highest quality HAWAIIAN PINEAPPLE, including Sliced, Grated and Crushed—all sizes.

ONE Car PRESERVED DRY GINGER in chests, suitable for preserving and pickling, also a shipment STEIN GINGER in 1 and 1½-lb. tins.

ONE Car CROSSED FISH SARDINES—the delicious, popular sea food. New season's pack.

ONE Car CEYLON COCOANUT—all cuts; 30-lb. chests for the Grocery trade. Also a consignment of EXTRA FINE, FINE, AND MOYEN PEAS.

*The Quality of These Lines Will Make Steady Patrons
of Casual Customers.*

We ship promptly. Send in your order now and note improvement in resulting sales.

Business Never Better.

W. G. Patrick & Company, Limited

Manufacturers' Agents and Importers

51-53 Wellington St. W., Toronto

CALGARY



LETHBRIDGE



EDMONTON



CAMPBELL WILSON & HORNE
LIMITED



PACKERS OF
**ROYAL SHIELD
BRAND
OF GOODS**

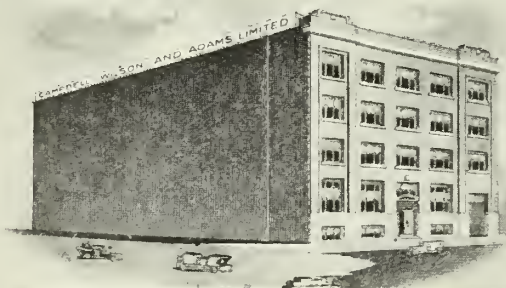


CAMPBELL BROS. & WILSON
WINNIPEG
THE OLD RELIABLE HOUSE
LIMITED
ESTABLISHED 1882



IMPORTERS
AND
**WHOLESALE
GROCERS**

SASKATOON



CAMPBELL, WILSON & MILLAR, Limited

REGINA



CAMPBELL WILSON & STRATHDEE, LIMITED

Try Royal Shield Specialties and you will realize their value in catering to the discriminating purchaser.

Royal Shield Brand Teas, Coffees, Jelly Powder and Baking Powder are the finest goods procurable.

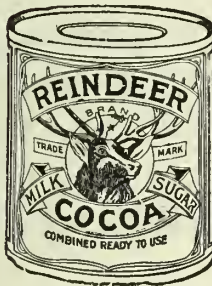
Just arrived—New Sockeye B. C. Salmon, packed under Royal Shield Brand. Finest on the market. Sell them.

Send a trial order to any of the above houses.

CAMPBELL BROS. & WILSON, Limited

If any advertisement interests you, tear it out now and place with letters to be answered.

Now is the time to feature hunting supplies



OCTOBER — the hunters' season, is almost at hand. Rifles are being cleaned, and kits are being prepared for the trek into the haunts of deer and moose.

Among other things, what would the hunter enjoy more than a cup of delicious hot coffee or cocoa after a hard day's hike. Reindeer Coffee and Cocoa are not only easy to carry, but can be prepared in a moment by simply adding boiling water. No worry, no inconvenience. Just what the hunter will appreciate.



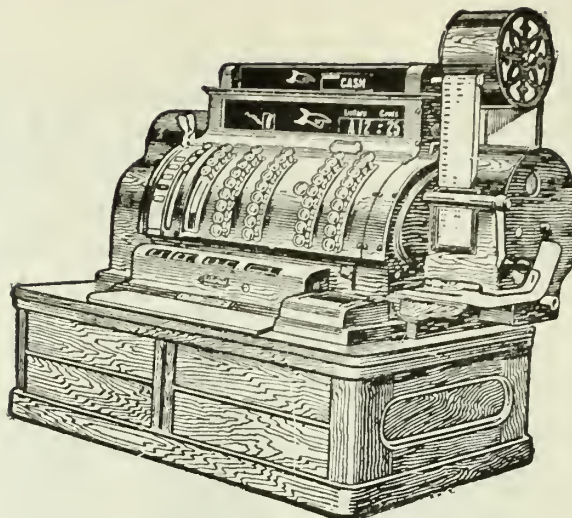
You can get a good profit out of the hunting season if you feature the Reindeer line. Display them now. Sales are certain.

Borden Milk Company, Limited

Leaders of Quality

Montreal

Branch Office: No. 2 Arcade Building, Vancouver



The Foundation of Business is Consumer Confidence

A prosperous and growing grocery is built on satisfied customers, gained and held by good service.

High-grade service is impossible without the up-to-date National Cash Register—a business necessity.

Our new model is a great improvement over previous models—the last word in protection to proprietor, customer and clerk.

Some Things Our Complete New Model Does

Records correctly all transactions between clerks and customers.

Furnishes every customer with a receipt or sales slip, with a duplicate for the merchant.

It prints on this the amount paid or charged.

It helps the merchant toward a reputation for good service and square dealing.

It prints a visible list of 14 or 42 of the latest sales, telling the proprietor what has happened during his absence from the store.

It prevents disputes with customers over money and accounts.

It enables the merchant to tell what each clerk is worth to him and how much business each department is doing.

It protects the clerk against errors and the proprietor against loss.

It saves time and worry, attracts trade and increases profits.

Customers have confidence in stores equipped with the National Cash Register.

Sold on small monthly payments or liberal discount for cash.

**The National Cash Register Company
of Canada, Limited, Toronto, Ontario**

SIGN AND SEND THIS COUPON NOW

To The National Cash Register Company of Canada,
Limited, Toronto, Ontario.

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N C R Service." We have salesmen in our store. We have a register years old. Principal lines of merchandise are:

.....

Firm name.....

Address

Talk Beans to Your Customer— There's Money In It For You—

White Beans to-day cost the consumer almost 12c. per lb.—raw. Soak them over night—drain—par-boil—add pork—sugar—pepper—salt—molasses and place in a pot in the oven and bake for four hours and you have—Baked Beans.

Sell your customer a Can of Aylmer Canning Co. Beans and the process reduces itself to "Heating the Can for a few minutes and serving while Hot." "Every bean done to a turn."

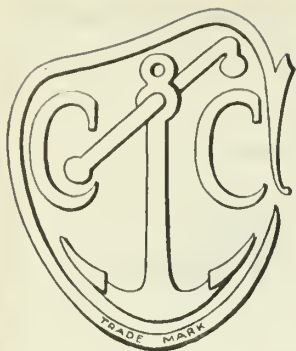


Plain, or with Tomato or Chili Sauce

You will make a sale—you will please a customer—you will boost Canadian Manufactured Goods.

Write for prices, terms, etc.

Dominion Cannery, Limited
Hamilton, Canada



The Value of Vacuum Sealing

is too well known to food packers everywhere to need enlarging upon, but not everyone knows that

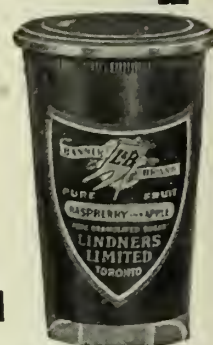
ANCHOR CAPS

are the most dependable and the most serviceable vacuum seal before the trade to-day. Anchor Caps fulfill all the requirements of a really high-grade vacuum seal—speed, easy handling, economy, and absolute reliability. And besides, Anchor Caps have a mechanical seal as well, so that should a container, for any reason, lose its vacuum the contents are still more effectively and securely sealed than by any other known method.

Anchor Caps are quickly and easily applied, an unskilled operator can seal from twenty to thirty a minute, cheap when compared with results and satisfaction obtained, and are made in a great variety of sizes to fit all styles of tumblers, jars and bottles.

Drop a card for our catalog and price list. It will pay you.

Anchor Cap & Closure Corporation of Canada, Limited
50 DOVERCOURT ROAD **TORONTO, CANADA**



TEA

Ceylons, Indians, Japans, Chinas, Formosas at First-Hand Costs.

Specially selected for the Canadian Trade.

Large selection from Stock or Afloat Teas.

Import Orders a Specialty.

Write for samples and quotations or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co., Limited

Established 1866

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN



BRITISH



CLARK'S PORK and BEANS

are now as always the
leaders in

QUALITY

This is War Time

When you can get the
QUALITY at home, spend
your money to your own
and your country's advantage. Keep it circulating
in Canadian and British
channels.



W. CLARK, LTD.

MONTREAL



If any advertisement interests you, tear it out now and place with letters to be answered.

As a substitute for expensive
potatoes why not suggest

RICE

Mount Royal Milling & Mfg. Co.

D. W. ROSS CO'Y, Agents
Montreal

Have you tried

**WETHEY'S
ORANGE
MARMALADE?**

It is making
a hit.

**DO
YOU
HANDLE
EGGS?**

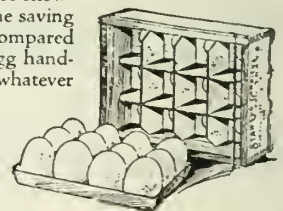
Then in order to secure the greatest profit,
save most in time and trouble, you need

*The Star System for
Safe Egg Handling*

63% of your Brother Grocers unhesitatingly recom-
mend it as the most satisfactory system of egg delivery
ever devised. Why not let us show you the extra
profit it will effect when applied to your business?

FREE—A survey of your store show-
ing you in dollars and cents the saving
the *Star System* will effect as compared
with your present method of egg hand-
ling. There is no obligation whatever
and incidentally it may save
you hundreds of dollars yearly.

STAR EGG CARRIER
& TRAY MFG. CO.
1620 Jay St., Rochester, N.Y.



If any advertisement interests you, tear it out now and place with letters to be answered.

**In your Locality
are many
Dogs and Cage Birds**

Your customers must have FOOD for them.
It is to your interest as well as that of your
customers and their pets, that you should
regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and
reliability. It will help you to keep old customers
and attract new ones.

SPRATT'S Depôts in CANADA are:—

MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—

SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
846

**There's nothing "cheap"
about**

**GIPSY
Stove Gloss
—except the price.**

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33, FRONT STREET, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg.
For British Columbia and Yukon: Creeden & Ivory,
Rooms 5 and 6, Jones Block, 407 Hastings Street,
West Vancouver.

When you sell

**HEINZ
57
VARIETIES**

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

**Century
SALT**

is pure, clean salt.

To build a business honestly you must sell
purity in food products. Century Salt,
from one year end to the other, is exactly
the same, always pure white crystals, re-
fined with the greatest care.
Excellent for table, cooking or dairy—
you can satisfy every customer with
Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

**W. H. Millman
& Sons**
Wholesale Grocery Brokers

Some special low offer-
ings in new Japan Teas
now in transit.

FEATURE FOR THE TRENCHES
**G. Washington's
Refined Coffee**

Canadian Sales Agents:
Edmund Littler,
169 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have ware-
houses at all buying points in the
potato belt. Cars always loaded. New
Brunswick, Montreal, Toronto, waiting
orders.

If you are interested in
Buying or Selling **FRUIT**
or **PRODUCE** in **CARLOAD**
LOTS communicate with me.

FRED J. WHITE
27-29 Wellington St. East
TORONTO ONTARIO
Twenty years' connection with
the best trade.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and pro-
gressive manufacturers wanting live
representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and
Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency.
Our **STORAGE, DISTRIBUTING** and
FORWARDING facilities are unexcel-
led.
Correspondence solicited.
"Always on the Job."

C.H. GRANT CO.
Wholesale Commission Brokers
and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can
give you results on yours.

**W. H. Escott
Co., Limited**

Manufacturers'
Agents
Wholesale
Grocery
Brokers

**Winnipeg
Manitoba**

BRANCHES:
Regina Saskatoon
Calgary Edmonton

ESTABLISHED 1907

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery
Broker
FREDERICTON, N.B.
I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

CHAS. H. McDONALD & CO.
Manufacturers' Agents
Post Office Box 727, St. John, N.B.
We have splendid storage facilities and a first
class connection with both wholesale and retail
trade. Get in touch with us in regard to
hauling your line.

When you buy direct from the country of
origin, and from
Fred. L. Myers & Son, The Sugar Wharf
188 Harbour Street, Kingston, Jamaica,
you will secure at lowest possible prices your
requirements of—Sugar, Rum, Pimento, Cocoa,
Ginger, Honey, Annatto, Coffee, Kola Nuts,
Lime Juice, Orange Oil, Goatskins, Divi-Divi,
Wax, Sarsaparilla, Cassava Starch, Sheep Wool,
Cattle Hides.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's
Codes: A. B. C., 5th edition and private.

When Quality Counts Use

St. Lawrence



Granulated

The Sugar That Satisfies Everyone.

A demand that's built on quality

is, after all, the most dependable, the most lasting kind of demand to cater to. The big sales so characteristic of MINTO TEA have resulted from the sterling good qualities of the tea itself—there is no consumer advertising whatever, hence no “puffed” demand.

High grade quality at a moderate price is the principle embodied in Minto Tea. And added to this is the fact that enclosed in every package is the exact amount of money it would take to advertise it to the consumer. Surely a splendid selling combination—*Real Quality and Real Money in every package.*

Suggest Minto to every customer, but particularly to the discriminating tea drinker. A trial order will convince the most skeptical. Order to-day.

Minto Brothers

284 Church Street

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

To the Trade

WE regret that inconvenience has been caused to our customers owing to delay in shipments, but on account of the extraordinary labour conditions it is impossible for us to avoid it, and we must therefore ask your forbearance.

**THE CANADIAN SALT
COMPANY, LIMITED**
WINDSOR ONTARIO

Babbitts Cleanser at 5c.



is the best
value on the
market for
your customer.

**Your PROFIT
is GOOD**

Best for you.
Best for your
customer. Why
not sell Bab-
bitts?

**Sole Distribut-
ing Agents**

**WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto**

Brooms of Quality

may always be had by ordering
our brands. We have them at
\$3.75, \$4.00, \$4.25, \$4.50,
\$4.75, \$5.00, \$5.50, \$6.00
per dozen.

FACTORY and MILL
Brooms \$4.00, \$4.50, \$5.00
per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

Keep Up The Connection

you have made by past efforts in ad-
vertising. New friends are alright,
but it is a fallacy for one thing, and
bad business for another, to create
a demand for goods or service and
then lose the fruits of your work by
default. Letting your old friends
know that you want their business is
also the surest way to gain new ones.

Advertising in **CANADIAN
GROCER** is the medium.

Rate Cards and full particulars on
request.

If any advertisement interests you, tear it out now and place with letters to be answered.

How "The House of Mennen" Is Co-operating with You.

Shaving Cream
Dentifrice
Men's Talcum
Borated Talcum
Sen Yang Talcum
Violet Talcum
Flesh Tint Talcum
Unscented Talcum
Cream Tint Talcum
Liquid Soap
Cold Cream
Tar Shampooing Cream
Bath Powder



In the leading newspapers and magazines from coast to coast, big, forcible, convincing advertisements are appearing. They are making thousands of new customers and keeping the old ones—they are sending them to *your* store. Everything to help the dealer is vigorously resorted to.

Why not assist us in this effort to increase **your** profits, by putting in a display of the Mennen Products.

Three striking, attention-getting window displays have been prepared for you; one on the Talcum Powder, one on the Shaving Cream, and a combination display of both. Write to

Canadian Agents:

HAROLD F. RITCHIE & CO., LIMITED
TORONTO, ONTARIO

Mennen's Products are "Made in Canada" by
G. MENNEN CHEMICAL COMPANY
MONTREAL, QUEBEC

"Excelsior" Brooms!!

And How is YOUR Stock?

OURS is complete, ready for immediate delivery. We make brooms for every use:



For the Factory and Warehouse.
For the Carpet.
The General Purpose House Broom.
The Railroad Broom.
The Curling Broom.
The Toy Broom.
The Misses' Broom.
The Ceiling Broom.
The Whisk Brooms.

For a short time prices range from \$2.90 to \$5.25 per doz. Bamboo and wood handles.

*Order your fall stock of
"Excelsior" Brooms now.*

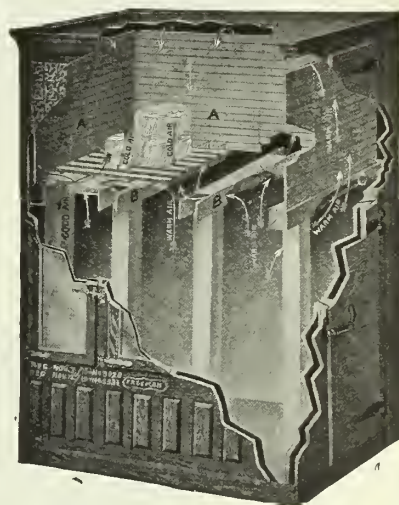
J. C. SLOANE CO.
Owen Sound

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

Pin your faith to Tartan Brand

and you won't be disappointed, for the quality of Tartan Brand is such as will obtain and retain the confidence of the most particular people.

Handsome tartan labels make eye-catching displays an easy matter. The little effort required to create the first sale will be amply repaid in the profitable repeat orders which are sure to follow.

Select your stock of Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts and Jelly Powder from the Tartan Brand line.

Ask about our complete stock of fancy groceries, foreign and domestic. Prompt attention paid to mail orders.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

Furnivall's FINE FRUIT PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co.

Furnivall popularity is founded upon superior quality—the quality which comes from preserving the choicest fresh fruits under the most ideal conditions.

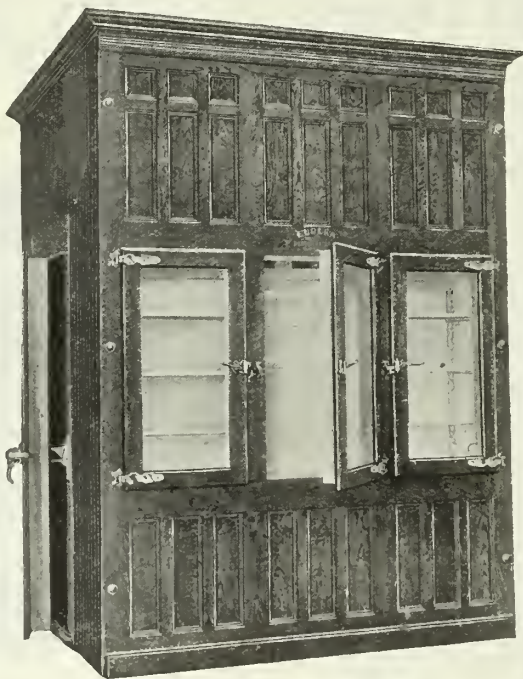
Continuous sales are the invariable rule where Furnivall's Fine Fruit Pure Jam is concerned. And the profits are worth going after.

Is your stock well displayed?

Furnivall-New, Limited
HAMILTON, CANADA

An investment that pays big dividends—

The
Eureka
Refrigerator
Positively
the only
Patented
Refrigerator made that can claim warm air flues across cooling room ceiling and connected with warm air flues around walls. Patented 1886-1903-1910-1914.



REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc. Write for the Eureka catalog.

EUREKA REFRIGERATOR CO., LTD.
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

MR. CLERK YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. Would you be interested?

We have a plan by which hundreds of clerks throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no obligation, we'll be glad to tell you all about it. Drop us a line To-Day.

The MacLean Publishing Co.
Dept. C.G. 143-153 University Ave.
Toronto Canada

It Costs 2c a Pound To Do Up $\frac{1}{2}$ Lbs. Of Bulk Tea

Time is money. Every good business man knows that.

It takes time for a clerk to get a scoop, take it over to the bulk tea canister, put some tea into it and bring it back to the scales. More time, still, to get a paper bag, put some tea into it, weigh the bag, and put more tea into it or take some out until the scales balance. Then some more time to take the tea remaining in the scoop back to the canister, tie up the bag and hand it to the customer.

If a grocer were to keep a record of the time it takes the average clerk to do this, he would find that it averages two minutes for each $\frac{1}{4}$, $\frac{1}{2}$ or 1 lb. bag of bulk tea.

Figuring this at 25c per hour, almost $\frac{1}{2}$ c a minute, it costs 1c per lb. on 1 lb. bags, 2c per lb. on $\frac{1}{2}$ lb. bags, 4c per lb. on $\frac{1}{4}$ lb. bags.

If the grocer adds to this, the cost of the time it takes to argue bulk tea with his customers, and figures the whole thing out in cold dollars and cents, we believe he will conclude that it costs too much to push bulk tea.

We believe he will decide that it will pay him better to sell Red Rose Tea, and put the time spent doing up and talking bulk tea to pushing the sale of fancy pickles, olives, fancy biscuits and dozens of other high-class lines, the sales of which would be NEW business and NEW profits.

What do you think?

Red Rose Tea

“is good tea”

Already put up in sealed packages. Sells itself.
Saves clerks' time. NET profit guaranteed.



gives that unqualified satisfaction that means steady profit-building repeat orders to the dealer stocking it.

KEEN'S has a world-wide reputation that is a big factor in promoting quick, easy sales.

But little introduction is necessary—a display is sufficient to remind your customers of Keen quality and service.

Get a window display of Keen's working for you. Sales are certain and satisfaction assured.

Agents for the Dominion of Canada

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

Here are four register ringers

PUT a display in your store window
or on your sales counter to-day
and convince yourself of the fact that

Malcolm Milk Products

are unusually dependable sellers and real "repeaters." There's a quality and a flavor in every one that is simply irresistible, a quality and a flavor that will please even the most particular taste.

ADD to this the fact that the Malcolm lines are entirely Canadian-made, and you will admit that they are well worth featuring.

ORDER a five-case lot to-day, get them before your customers' notice and listen to the cash register ring.



**THE MALCOLM
CONDENSING CO., LTD.**

We pay freight up to 50c per 100 lbs.
in Ontario, Quebec and Maritime
Provinces.

**ST. GEORGE
ONTARIO**

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, SEPTEMBER 22, 1916

No. 38



Chinese Competition Grows

Merchants of Alberta Find That Orientals are Encroaching on Retail Field—They Offer Opposition That is Very Hard to Meet.

EDITOR'S NOTE.—There has been unrest in some sections of the West arising out of the invasion of the retail field by Chinamen. The hard-working Mongolian is feeling that his old fields, the laundry and restaurant lines, are too cramping; he is going into storekeeping. As the question is becoming one of interest to the retailers of the West, the following article from a Western correspondent is reproduced.

IN several districts of Alberta, there has been considerable discussion and agitation of late among the general store owners regarding Chinamen opening up throughout the country, and it is necessary that something be done very soon to cope with the situation, as the Chinese stores are increasing in numbers all the time, while the stores owned by white men are getting less. This matter is on the agenda for the next meeting of the Executive of the Alberta Retail Merchants' Association, and means will be discussed as to the best method of handling it.

It is a matter of common knowledge that a Chinaman can live much more cheaply than a white man in every respect—in food, clothes, and socially. Consequently, it does not require nearly so

great a margin of profit to keep a Chinaman, as it does an ordinary retailer, and therefore he can sell at much lower prices. The public, especially the farmers around country towns, however patriotic, will buy where they can get their articles at the lowest price without regard to other considerations. The white man, therefore, is at a disadvantage, and loses trade. This is the reason given in several cases of assignment.

The situation must be faced squarely—and fairly. The Chinamen pay spot cash for their goods. They are good business men in that respect. But the soundness of their financial methods helps to establish the fact that they make profits. Despite the price cutting they resort to, they always have money to come and go on. Admittedly they make the retail business profitable. The question then, naturally arises, where does the money go? What do they do with their profits? Unquestionably, some of it goes back to China. Thousands of dollars leave Alberta alone, for China every year. This is one phase that must not be lost sight of.

The situation is not entirely a new one. Chinamen have been running stores in the country for years past. They have been treated the same as white men and no voice has been raised

against them, but now the situation is assuming such proportions that the merchants in some districts do not feel that they can tolerate it any longer; and for this reason the R. M. A. is taking the question up. It is a very delicate matter to handle, and whatever is done must not be of a drastic nature but more along the lines of gradual adjustment of the situation. But that whatever is to be done must be started without any delay, is the urgent claim of merchants in some sections. They are feeling the pinch of this very difficult opposition.

As a rule, Chinamen will not conform to any local arrangements among the retailers as to the hours of closing, and so forth, and thereby cause a disruption of business. They keep open all hours of the day and night. This is very disturbing and unsatisfactory.

Their favorite plan of campaign is to open a restaurant, put in a small counter and a few shelves just inside the door for groceries, etc. They then claim that, as a restaurant, they are entitled to keep open until any hour, and as retailers they are entitled to buy goods from the jobbers, and wholesalers. The jobbers and wholesalers claim that they cannot refuse to sell them. From this basis, they soon work more actively into the retail business.



This excellent tobacco and cigar department is right at the front of Michie & Co.'s store, at King and Yonge Streets, Toronto.

An Opportunity in Cigars and Tobacco

The Increasing Momentum of Prohibition Means a Redistribution of This Trade —
Who Will Get That Formerly Done Over the Bar?—The Country Community Centre Must be the Store — How One Grocer Has
Made Signal Success in Cigars and Tobaccos

LAST Saturday, the 16th of September, Ontario went "dry." The same morning, despatches came through from British Columbia that the vote for prohibition gave an overwhelming majority therefor. Quebec is now the outstanding province in the matter of prohibition or booze. The rest of Canada has given its mandate and is, or will very soon be, dry. This article, it should be stated here, has nothing to say at all as to the politics involved in the movement.

Among other questions emerging from this new state of affairs is that of the cigar trade, which has formerly been done across the bar. It is computed that this amounted to nearer three million dollars than two, in all provinces. Where will this trade go now that prohibition has established itself in so many of the provinces?

In discussing this, it should be remembered that, so far, the cities have

retained a great percentage of their former hotels. In the country that is not the case. There, in a majority of cases, the hotels losing the bar have decimated their number very materially. Throughout each province hotels of the small town and village kind have been closed. It is easy to see why. Farmers have found that the closing of the bar has taken away an inducement for them to go to town as often as formerly. In a number of cases, therefore, the hotels have closed. In a number of others, they have remained open, but they have closed their bar, not bothering to commence a soft drink trade therein.

In those towns where the bar has been closed, so far as sales of alcoholic drinks are concerned, but kept open for the sale of soft drinks, the customers are many fewer than in other days. Hotels so far, who have tried out hotelkeeping under prohibition rules, have found

that while soft drinks can be sold, neither the aggregate sale or the revenue therefrom come anywhere near those of other non-temperance days. Many hotels still remain in business, but they have done so by raising their prices in other departments, e.g., rooms and cuisine; hardly ever by maintaining their bar trade.

If the customers of the "dry" bar are fewer than those of the alcoholic, there are obviously fewer buyers for cigars and cigarettes. For one thing, hotels have done a big business in days gone by with men who did not drink, but took a cigar. Again, a man would often buy a cigar when buying a drink. But the number of customers of the bar is much lower now than formerly, and by just so much are the chances for revenue from cigars decreasing.

Where is this trade in cigars and cigarettes going? Who is getting it?

In country places particularly, gro-

every stores, have an exceptionally good chance of getting a good deal of this trade. To begin with, most country grocery and general stores already have a cigar and tobacco department. Those farmers and inhabitants who have formerly bought at the bar are now, many of them, buying at the stores. Moreover, it has been demonstrated that the farmer who, in pre-prohibition days, went to the bar in the country town while his wife went to the general store for groceries, is now disposed, since he can't make the bar his port of call, to go with his wife to the store.

Let us consider the case from all sides. It is true that there are in many towns, even the smaller ones, specific cigar and tobacco stores. Also, drug stores handle these lines. But, even so, those two facts have not frightened country grocers and general store keepers hitherto from handling cigars and tobaccos. Nearly all of this class of store has a silent salesman or two full of these lines, and does a considerable business therein. A Brockville grocer recently told the writer that he did \$75 a week in tobaccos and cigars, and admitted, in saying so, that all he did was merely "let the stuff sell itself." Now, Brockville is a large town. It has several hotels, tobacconists and druggists, all after this trade. Yet one grocer draws in \$75 weekly from it, agreeing that he doesn't particularly push it.

Up in Hamilton there is one case—doubtless one of many all over the country—where a grocer sells cigars by the box. These examples are simply adduced to make the point that already grocers have had, in the aggregate, considerable revenue from cigars and tobaccos.

Now, the bars are indisputably fewer, owing to the onslaughts of prohibition. Who is going to pick up the trade in cigars, and so on, which the bars are dropping. Is the cigar store man? Is the druggist? Or are you?

Undoubtedly, it will be distributed. Cigar stores will benefit. So will drug stores. Are you going to be left out of account. Or are you going to get your share? There is no shadow of a doubt that by getting after it you can. Grocers in all parts of the country have a real opportunity here.

A Broad Line

One broad line along which the grocer should work to get this trade is to make his store more and more a community centre. (I am talking particularly now of the country store). Where the hotel would formerly draw the visiting farmer, see that your store draws him now. Get out and frankly make a bid for him. Do all you can to get him to come and buy his plug or cigar at your store. He's got to go somewhere, if and when the bar is no longer there. Why not to you? If you haven't got

a decent display case for your tobacco and cigars, get one. It will pay. And make it visible and easily accessible.

Here is ground where every grocer, city or country, may get a toe-hold. On opposite page is a picture of a tobacco department in a grocery store, to wit, that of Michie & Co. For twenty-five years this store has sold cigars by the box. For several years there has been a regular department which has sold cigars singly or in quantities; cigarettes the same way, and tobaccos in large and small packages. This tobacco department in a grocery store is probably unique in Canada. It is the largest the writer knows of. It carries what is the very highest class of stock of all domestic and imported lines, and it does, in vulgar parlance, "a whale of a business."

There are two or three reasons for this. One is the reputation of the store. It is established. Each succeeding year makes it surer.

Then there is the location. This is certainly a big factor. This store is practically at the corner of King and Yonge streets, in Toronto, one of the busiest corners in Canada.

But just as important a factor in making a success of this cigar and tobacco department has been the psychology which underlay the way in which it has been conducted. For one thing,

this department has half a window; display, as any grocer knows, helps every line and any line. It has certainly helped this. This half window shows packages of tobacco, cigarettes, and cigars, and is changed often, so that variety is one reason why it should appeal. Notice, too, that the department is right at the front of the store. Thus, the man in the street who wants to buy a cigar can walk in and get it right at the front of the store. He doesn't have to tramp very far to get it. If he had, he probably would not bother. But in this case, he simply opens the street door and there is the department he wants. This means a lot. Not only is it the reason for a lot of chance business, small business if you will; it is also the reason for box trade, trade in good quantities. Many men will walk into Michie's with their wives, who vanish into the grocery department, while their husbands linger round the cigar department.

Briefly, the question of success or otherwise, with a cigar and tobacco department, is a matter of getting the menfolk into the store. The present is an unprecedentedly good opportunity. Someone is going to pick up the trade in cigars which the bars are dropping. Who is getting it in your town?

Are you?

If not, why not?

Pure Food Show a Revelation

An Important Step in the Campaign to Educate the Public
—Exhibitors at the Ottawa Show.

OTTAWA. — Last year the Pure Food Show, at the Central Canada Exhibition, was the outstanding success of the whole fair, and brought the most favorable comments from every part of the country, reflecting great credit on those who had organized it. This year's Pure Food Show, in comparison, promises to be a revelation. Great as was the success of the 1915 show, this year's show is going to be bigger and better. Bigger, not only in dimensions, but for what it stands for. It represents an ideal, it is the embodiment of a principle, it is the realization of an ambition. "Pure Food" may not mean much to the ordinary visitor at the show, but to those who have worked untiringly and unselfishly to organize and prepare this exhibition, it means a great deal.

It is not many years ago that the dealer in food in a retail way was unfairly thought to exercise few scruples in his dealing with the public. The retailers set about to remove this wrong impression by demonstrating its falsity. They organized, and the outcome of their efforts is the Pure Food Show,



A. S. Moreland.

which is not only a symbol of purity, but a guarantee of square dealing and an assurance of honesty of purpose and integrity in business transactions. It

(Continued on page 24.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY LIMITED.

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—142-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

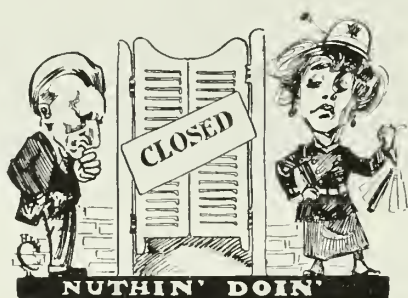
Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, SEPTEMBER 22, 1916

No. 38



WHAT WILL IT MEAN?

CONVERSATION with a leading grocer recently elicited speculation as to what effect prohibition will have upon people's spending capacity. The question was raised—will some of the money formerly spent for liquor in Canada be spent on groceries? It is a nice point. We have now a country, a very large percentage of which is minus bars and liquor stores. Six out of Canada's eight provinces are "dry." One other will be dry within a few months. Quebec will then be the outstanding province in the matter of temperance legislation. Experience of provinces which have been liquorless for some time, points the statement that in a majority of cases, the home which formerly bought or consumed liquor will not bother to do so if it has to be imported from another province. This will probably be found to be true in a large number of homes. So that, although there are places in Canada whence liquor can still be sent to non-liquor provinces, the tendency for the people of the latter to avail themselves of the former will be less and less marked. There will conceivably be a good deal of money, therefore, for people to spend in other ways. The grocer mentioned gave it as his opinion that, since people always consider groceries necessities and buy what they want, the fact that

they have more money to spend will not mean that they will spend it on groceries; or, at any rate, on ordinary groceries. It is suggested, however, that there will be more spent upon groceries of the luxury class. This latter is probably true. As to the supposition that revenue of grocers will not increase much from temperance legislation, it is a matter which time alone can determine. It is true, that in Canada incomes are generally sufficient to afford what groceries are needed. People in this country, whatever they have to deny themselves, are not living on so close a margin that necessities must be done without, as, for instance, is characteristic of so many homes in England. But there have indubitably been some homes where groceries have been lacking because money has gone for liquor, and to these ampler supplies of groceries will probably come. This will mean more revenue for the grocer. For the rest, this is surely the grocer's opportunity. By serious campaigning for it, he should be able to induce some money hitherto spent on liquor into his own till. Let grocers remember that from now on the people of Canada will have, in the aggregate, millions more to spend in some way. Then let him reason that some of it should be spent at his store, and lay his plans systematically and thoughtfully to that end.

AN EDUCATIONAL BUREAU

THE privilege of the stronger is to help the weaker. The National Wholesale Grocers' Association of the United States is extending the helping hand to its "little brethren" by placing its educational bureau at the service of retailers as well as wholesalers. In a bulletin it points out the menace with which the retailer is confronted, the same being in the chain store, mail order house, trading stamp

company and other agencies of similar make-up. It says: "These various institutions have been the result of a public demand which must be met by the adoption of similar methods or by creating other demands which can be met on a fair and business-like basis." In putting its educational department at the retailer's service, the Association hopes that much may be done to combat the mentioned menace.

The retailer and the jobber have a mutual interest at stake. What hurts the former hurts the latter. Co-operation is not merely desirable; it is needful. Systematically, the question of how best to meet and beat the mail order and trading stamp concerns is to be gone into between wholesalers and retailers by meeting and by mail discussions. Thus the common cause of wholesaler and retailer will be served to some purpose. Two sides of a triangle are together greater than a third. Two branches of the grocery trade should be in the position to administer a series of steady blows at organizations whose conduct means serious hindrance to legitimate retail and therefore wholesale trade.

A COURAGEOUS STEP

FROM the Des Moines "*Capital*" comes an example which may well be emulated in Canada and the United States. This paper announces that from this on it will publish no matter known, in newspaper parlance, as "free publicity." It will publish only such items as its editorial and news departments decide are in the interest of the reader. In announcing this, the "*Capital*" says in part:—

"It means a radical departure, particularly in relation to automobiles and movies. It will be difficult in some cases to draw the line, but to the best of our ability we will have only two things in the "*Capital*"—news and advertising, and the two will not be mixed.

"We will make every effort to be 100 per cent. pure. As a matter of fact, the free publicity is a fraud upon the reader, of little value to the advertiser, and absolutely unfair to those advertisers who do not receive it.

"The '*Capital*' will undoubtedly temporarily lose some advertising, but inasmuch as this policy will make it a better newspaper, we feel sure that the temporary advertising losses will be promptly made up from other sources."

This is a courageous step, as well as one in the right direction. Papers are published primarily in the interest of the reader. Their revenue is largely made up from advertising, but were the readers not paying their humble penny or nickel—as the case might be—there would be no large circulation upon which advertising could be sold. CANADIAN GROCER has always stood for this principle. It is the paper by which many of its thousands of subscribers regu-

late their business policies. It helps them in the conduct of their store. It solves their difficulties and suggests their opportunities. It is published for the grocer, first, last and all the time. It therefore is able and glad to congratulate the Des Moines "*Capital*" upon the stand it has taken, and to wish it entire success upon its new basis.

EDITORIAL BRIEFS

EVEN THE armies at the front are delivering attacks by motor delivery now.

* * *

THE CROPS may not be as big as the country had hoped for but the farmer will get big prices for it.

* * *

PAPER IS getting so scarce that even Confederate and Mexican bills may be worth something before long.

* * *

CONSTANTINE. King of Greece, it is suggested, is "beside himself." He must be or he would be beside the Allies.

* * *

SHED a tear; booze has gone. But get up and smile. It means millions devoted to other purposes, maybe purchase of groceries.

* * *

IT IS reported that Stefansson will not return to civilization this winter. He's likely to find more real civilization where he is.

* * *

PAPER higher, ink higher, metal higher, wages higher. No wonder that the gloom around most publishers' sanctums is becoming intense.

* * *

THE UNITED States offered \$25,000,000 for the Danish West Indies—three small islands in the Caribbean. Real estate values are going up again.

* * *

BEANS are to be high in price. That is nothing. We are getting used to the high cost and low value of the bean. It is only worth 69 cents compared with its value ten years ago.

* * *

"EAT up the crumbs." This is the order to the men of the German army. Let us see; what does the Good Book say as to "the dogs eat of the crumbs which fall..."? This must have meant the dachshunds.

* * *

BELF in Vienna is four dollars a pound. If, at the end of this war, there is one Hun left as beefy as most of them used to be, they should put him in the museum that future and lean generations may see their gross prototype.

Moving Window Back and Increasing Fruit Sales

Doubling Front Display of Fruit and Vegetables by Simple Device in Peterborough Store—Trebled Sales of Bananas, While Rest of Grocery Stock Kept Up Its End.

OFTEN a grocer has envied the showing of fruit of a fruit store, especially in the preserving season, as he sees so much trade passing from him to the other. This is natural, in many cases, for the fruit store, dealing only in fruit, can utilize every foot of its windows, its doorway, its shelves outside and its interior to make a brave display, and has the obvious advantages over a grocer of any "specialty" store.

There are cases, however, where by a skillful handling of a portion of the display space available, a grocer has held his own and largely increased his fruit trade, not only in the summer and early fall, eating and preserving season but all through the year—and done this without in any way Jeopardizing his staple trade in groceries.

White Enamel Front.

On a visit to Peterborough this month a member of the staff of Canadian Grocer stopped in admiration before the grocery store of Porter S. White. It was new in several respects for Mr. White had moved next door to make way for a bank that occupied his former premises. His new front, however, far excelled the other as a "selling proposition." At first sight it was unusually attractive in its fresh coat of white enamel, cool and clean looking.

But the eye caught at once another feature, a display of fresh fruit running back, in an upward slope, over eight feet. What a variety was possible there in this double space. Everything in fresh fruit that was in, as well as the vegetables that accord with these; bananas, pears, peaches, plums, berries, and potatoes, squashes, beets, tomatoes, gherkins, and so forth. Lots of room for them instead of having to pile up the baskets in front, or obstruct the doorway.

Glass Taken Out; Window at Back.

And how was it done? Simply by removing the glass in the window coming to the edge of the sidewalk and replacing it at the back of the original window with another that slid up, and taking up some four feet of the 'inside of the store with a window platform. There were two advantages in this: Mr. White secured double the space for showing his goods, using the "alcove", if it might be so called where the former window was, and an equal depth inside



DOUBLING SURFACE AREA FOR FRUIT DISPLAY.

This view of the new front of Porter S. White, of Peterborough, illustrates a very effective innovation in store fronts for groceries, the window that was flush with the walk, being removed and set back over four feet. The flooring inside was built up, and thus two "window widths" were available for showing fruit. The window itself slides up, giving a current of fresh air on the fruit, which is not heated by the immovable glass. The use of the alcove and inner window space, while actually doubling the ordinary display space, really give an effect of almost three times. The splendid display facilities have greatly increased Mr. White's sales of fruit, especially with the Saturday night crowds.

the sliding window; and at the same time he removed the inside half from any chance of the sun and dust injuring the fruit.

Current of Air Passing Through

Moreover, the raising of the window allowed a current of air to pass through, which kept the fruit cool and fresh, and the absence of glass on the street level saved the fruit from being heated and becoming decayed in the ordinary "stuffy" window. The whole impression was of a clean, "retiring" nook where the fruit showed up in a tempting way.

The slope to the back, giving the fruit the look of rising in tiers, made it show up better. This was secured simply by the use of boxes, upended, but the flooring itself could be raised permanently to get rid of the flat effect seen in so many windows, and the worse if allowed here owing to the doubled depth.

The manner of display is obvious from the photograph. Mr. Porter is a firm believer in price cards, and uses these liberally. One read, referring to green-gages: "Two quarts for 25 cents."

The table at the side is often used for bananas, piled up, and is an additional seller.

Increased Sales

Now for results. Mr. White values this front more than anything else for a Saturday's business, more particularly in the evening. In Peterborough, as in most towns and medium-sized cities, everyone who can comes down on a Saturday night, and the sales to transients offer wide possibilities. It is here this new front arrangement excels. The display is the store's best salesman, and in a few hours seven bunches of bananas have been sold where a couple were considered big business for a whole Saturday. So with berries, fresh vegetables, etc., and so in the late fall and winter, no doubt, with later fruits and vegetables. And always the accompaniment of price cards, for "There's nothing like them," declares the proprietor.

One point may occur to the merchant here: Did the prominence given to fruit in the front lessen the sale of other lines?

"It has not," asserts Mr. White, and he's the one who knows.

To Meet the Mail Order Menace

The Relation of the Post Office to Mail Order Activities — What the Retail Merchants Must Do to Combat the Growing Power of Catalogue Houses.

(Continued from last issue.)

THEY secure as many catalogues as they can, that are published by mail order houses, and place them in a rack fitted up in their store. They not only advertise in the local papers but they place signs up in their stores which read somewhat as follows:—"Instead of sending your money out of the Town to Mail Order Catalogue Houses, and buying something that you have no opportunity of seeing before you buy, purchase your requirements at our store, save money and run no risk. If we have nothing to suit you and you find what you would like in any catalogue, no matter whose catalogue it may be, if the quality is right we will supply you with it, give you a chance to see it and examine it, and sell it to you at a discount off the price quoted."

Again many merchants send to the mail order catalogue houses whose catalogues are distributed in their district, and they purchase some of the well-known lines and keep them as exhibits. They point out the poor quality of the articles, and compare them with better lines that they sell at lower prices than those quoted in the catalogues. This is a most effective way of meeting mail order house competition, and a plan that, in my opinion, we should recommend to our members.

There are other plans that could be adopted and which should be effective and fair in their application.

The trouble is, we have allowed false statements to be made to the public by the mail order catalogue houses, and we have made too little effort to contradict them. They have been made so often that even some retail merchants consider the statements made by these illegitimate houses to be true. Take, for instance the repeated announcement, "We will save you the middleman's profit." "We buy direct from the factory or from the mill"; "We buy in such large quantities that we can buy so much cheaper than the small retailers."

Every retail merchant knows, if he has given the subject any thought, that there are very few lines of goods that can be bought by any retailer direct from the manufacturer. And if they could he would have to pay more for them in order to cover the extra cost caused by the manufacturer having to keep a very much larger selling staff than the regular trade calls for. Every day manufacturers are recognizing that it pays them

better to direct their whole attention to making the product and allowing the wholesalers to distribute it. The manufacturers are also fast recognizing the fact, that by selling their goods through the legitimate channels of trade, that it is the most economic method for them. Not long ago a large mail order house wanted to buy a certain line of goods direct from the manufacturer. They made all sorts of boastful statements, finally they said that they would give them an order for ten carload lots during the year if they placed them on the jobbing list. The manufacturer laughed and said "Why my trade with the jobbing houses in one of our districts amounts to sixty-five car loads a month, and do you think that we would jeopardize that trade for your small order.

POINTS WORTH WHILE

This paper is one of the most thorough and comprehensive ever presented on the mail order question and is deserving of the close attention and interest of every reader. The references to the postal regulations re the carrying of catalogues are particularly to the point.

Oh no, if you want our goods buy them from the jobbers. If you buy them, and cut the price in your catalogues in order to induce the public to buy other goods that you make two or three hundred per cent. on, we will instruct the jobbers to cut you off, and if they do not do so we will cut them off."

The statement, that by buying through mail order houses you are saving the middleman's profit on all you buy, is nothing but a glaring deception, to say nothing whatever about the question of lack of loyalty to your home town. Let us follow the process and see if less labor is required.

A customer in a town possibly a school teacher, a preacher, a Government servant or a railway employee who is depending on the prosperity of the town, receives a catalogue. In order that that catalogue should reach the said person, the following process must take place:

- (1) Some one designs the catalogue.
- (2) Some one prints the catalogue.
- (3) Some one makes the cuts.

- (4) Some one delivers them to the office.
- (5) Some one procures the addresses.
- (6) Some one wraps the catalogue up and addresses it.
- (7) Some one stamps and mails it.
- (8) Some one gathers it up and places it in the mail bag.
- (9) Some one takes the mail bag to the station.
- (10) Some one carries it on the train.
- (11) Some one takes it off the train.
- (12) Some one takes it to the post office.
- (13) Some one delivers it to the customer in the town.
- (14) The customer spends some time reading it over and selecting some article and then writes a letter.
- (15) The customer must then secure a post office order, or enclose the cash, at their own risk, and mail the letter.
- (16) The postmaster then puts it in the mail bag.
- (17) The mail driver takes it to the station.
- (18) The mail clerk in charge of the train delivers it at the other end.
- (19) A post office delivery wagon delivers it to the post office.
- (20) A postal clerk sorts it out ready for the postman.
- (21) The postman delivers it.
- (22) The mail order house clerk opens the letter.
- (23) The bookkeeper credits the cash.
- (24) The order clerk selects the order.
- (25) A stenographer acknowledges the receipt.
- (26) The shipping clerk mails away the order.
- (27) The postal clerk sorts it out for the mail delivery.
- (28) The mail deliverer places it on the train.
- (29) The mail clerk takes it off the train.
- (30) The mail deliverer delivers it at the local post office.
- (31) The underpaid postmaster delivers it either direct to the customer or gives it to a rural mail delivery service that is costing Canada a large sum of money to mostly benefit mail order houses.
- (32) The customer takes possession, and after a careful examination finds that he or she could have bought a better article in the home town, and have had the good-will of the retail merchant, who, if the customer was a preacher might be a member of his

congregation, and one who was helping to pay his salary.

Can any sane person say, that there is any economy in that system of doing business. Positively none. None in price paid, quality considered; and none to the citizens when fourteen steps out of thirty-two are made by the Government at less than cost price. Now compare the simple process through which goods pass when they follow the natural channels from the manufacturer to the wholesaler and from the wholesaler to the retailer. The whole problem therefore resolves itself into this.

(1) Should the Government conduct the parcel post system at a loss, for the benefit of a few mail order houses whose business methods and systems of advertising induce persons, who know very little about the value of merchandise, to believe that they are securing bargains, whereas the said persons are receiving no benefit, and they are sending away the money that should circulate in the locality where it was created, and by so doing they are discouraging the retail merchants from carrying better stocks and building up the municipality, and they are thereby making the locality and the surrounding farming country a less desirable place to live in, and they are thus working to the financial injury of Canada by diminishing her rural revenue producing power.

(2) Every effort should be made by our Association to prosecute every false advertisement which appears in any catalogue or advertisement of any kind so as to protect the public from being deceived, and the retail merchants from having to contend with false and misleading representations.

(3) We should consider the advisability of recommending our members to not only discount the price of any article advertised in any illegitimate and unfair trading mail order catalogue, but in many cases to buy the goods and show their customers the difference in the quality of the goods they carry and the goods offered by illegitimate and unfair trading mail order houses.

(4) We should make provision to have every action that is taken against these concerns, or any other unfair trading concern, in the police court, made public, through the press and in pamphlet form for public distribution.

(5) We should inaugurate, through our Association, an intelligent public campaign pointing out the necessity of the retail merchant in the community and the importance of having trade conducted through legitimate channels.

In order to do these things and to protect ourselves as retail merchants who occupy and do business on the most highly assessed property in every city, town and village in Canada, and who carry mil-

lions of dollars' worth of merchandise for the convenience of the public, we require the aid and assistance of every retail merchant who has his own and his customers best interests, as well as the best interest of Canada, at heart. If the retail trade of Canada is to be preserved and improved and placed upon a higher and better plane, it can only be improved by and through the united effort of every retail merchant in Canada who desires it, as no other class understands the requirements of the retailer, only the retailer himself, and no other class should be expected to do for us what we should do ourselves. Let me therefore in closing urge upon every retail merchant, who has not already united with his fellow retail merchants, to do so now and become enrolled under the banner of "The Retail Merchants' Association of Canada" incorporated, an Association of honest, earnest retail men who have banded themselves together to preserve all that is highest and best in the distribution of merchandise at retail, and to give to the public, upon whom they rely for support, the best possible service at the lowest possible cost. If the mail order houses or any other concern of this country are not doing their business on the square, let us not sit down and fold our hands and wonder what we can do, but let us be up and doing and make them play the game fair and square. If we want the right to prevail in trade we must fight to make it prevail, and by following the old "golden rule," which is the only safe rule for any merchant to follow, the retail merchandising of Canada can be placed upon the highest possible plane and where, I am sure, every honest retail merchant desires it to be.

Mr. president and fellow members for your kind and patient attention, I desire to thank you.

E. M. TROWERN Secretary.

Dominion Board

The Retail Merchants' Association
of Canada, Incorporated.
16 Citizen Building, Ottawa, Canada.

PURE FOOD SHOW A REVELATION

(Continued from page 19.)

is a splendid tribute to the Ottawa Retail Grocers' Association, which is the mainspring of the whole affair.

The Pure Food Show occupied the whole of Howick Hall. Last year it occupied the inside booths only. There were exhibited commodities made by all the best known firms in Canada. The goods shown are goods which have stood the test, and may be purchased with the sure conviction that they are good, wholesome, and pure.

Not only in the number of exhibits has the show improved over last year, but in the general appearance and splen-

dor of the exhibition. The milling firms of the Dominion were well represented with handsome exhibits, and the sugar refining companies had very attractive booths. Local merchants, wholesale and retail, had booths that compare favorably with Canada's greatest business houses. Jam manufacturing firms and biscuit companies had wide representation. Tea and coffee dealers vied with preserve and candy makers in the attractiveness of their exhibits.

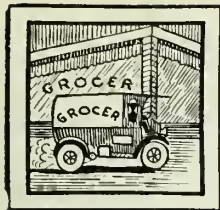
Among the firms having space were: Red Rose Tea Co., George Weston & Co., Matthews-Blackwell Co., Ltd., Borden's Condensed Milk, Robin Hood Milling Co., T. A. Lytle Co., Harris Abattoir Co., H. N. Bate & Co., Bowron Bros., Welch Grape Juice Co., Shredded Wheat, Fry's Cocoa, Bovril Ltd., Lundy's Ltd., J. A. Aird Co., Cowan & Co., Allan & Cochran Candy Co., Small's Maple Confections, Gates & Hodgson, Montreal Biscuit Co., Lake of the Woods Milling Co., Ottawa Dairy Co., Ltd., George Cameron, Parker Brown Co., Lipton's Ltd., Christie's Biscuits, Armour Co., Lee Bros., Glasco Jam Co., W. A. Freeman, Canadian Chicle Co., C. H. Cochrane, Bassman's Orangeade, St. Lawrence Sugar Co., D. S. Perrin, Ltd., Pure Gold Co., Ltd., Maples, Ltd., W. D. MacLaren Co., S. J. Major, Ltd., The Stuart Co., Ltd., Egg-O Baking Powder, Swift Canadian Co., Ltd., Glenn-Shouldis Co., Ltd., Oxo, Ltd., Wagstaffe, Ltd., Geo. Washington Coffee, E. M. Lerner & Sons, Atlantic Sugar Co., Canadian Cereal Co., The C. H. Catelli Co., The Ingersoll Packing Co., Waddell's Jams, H. J. Heintz, Ltd., Provost & Allard, Salada Tea Co., Sultana, Ltd., O-Cedar Company, A. H. Shouldis, Imperial Extract Co., Western Canada Flour Mills, MacLaren's Imperial Cheese Co., Ltd., Canadian Postum Cereal Co., J. Friedman Co., Gunns Ltd., Dusthane Ltd., Clark's Ltd..

HONOR ROLL

Sidney Preston, the son of J. H. Preston, of Montreal, grocer, is at Shorncliffe with the C.A.M.C.

DIED OF WOUNDS

Mrs. Margaret Livens, of 257 Talbot street, London, has received official word that her son, Sergt. J. A. Livens, died of wounds somewhere in France. Prior to enlisting he was employed by the Borden Condensed Milk Co., at Ingersoll, Ont. He joined the 71st Batt. at Ingersoll, and was made a sergeant. He went overseas with that unit, but was transferred to the machine gun section of a British Columbia battalion. At the time of the Boer war he enlisted with the Royal Canadian Regiment, and was sent to Halifax for garrison duty.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Maritime Provinces

The Aroostook farmers are putting out more potatoes for this time of the season this year than in several years. The prices are an incentive to shipping and the growers are taking advantage of the high prices by shipping large quantities now.

Ontario

Thos. Stevens, a grocer of Hamilton, Ont., died on September 14.

Jacob Hill has sold his grocery business, Toronto, to G. E. Boyd.

J. L. Page has succeeded S. J. Davidson in his grocery business, Ottawa.

Mrs. Mary Mansfield, Kinmount, Ont., has gone out of the grocery business.

Mrs. Sarah Roden has succeeded E. E. Fligg in his grocery business, Toronto.

J. B. Cherry has succeeded G. J. Young, Ottawa, in his grocery business.

F. E. Hammond has succeeded W. M. Veitch in his grocery business, Brockville, Ont.

J. L. Page, Ottawa, has recently purchased the grocery business of Agnes Davidson.

Bannerman Bros., Hamilton, has recently purchased the grocery business of Mrs. Margaret Gibson.

S. Bruegtman, of Chesley, Ont., and W. Darki, of Mitchell, Ont., were visitors to the Western Fair, London.

McKinnon & Davidson have been succeeded in their grocery business, Sudbury, Ont., by J. S. Davidson.

Page Le Boeuf Co., Tecumseh, Ont., have gone out of the grocery business, and in future will deal only in hardware.

Capt. Frank Shaw, son of Thos. Shaw, grocer, London, Ont., has been gazetted Major. He is the head of the Dental Corps.

The grocery store of T. Bowman, Jr., Woodroffe, Ont., was badly burned on September 14. The loss was covered by insurance.

A. Sutherland, Bradford, Ont., had a large tarantula exhibited in his grocery window last week. Mr. Sutherland discovered it in a bunch of bananas, and made the capture by chloroforming it.

Hargreave's (Canada), Limited, 33 Front street E., Toronto, are moving to larger premises, and will be situated in part of the Grav Building, 24-26 Wellington street W., on and from October 1.

J. A. Stanley, formerly in business at Ballymote, has purchased the grocery

business of W. J. Reid, at the corner of Worthey road and Briscoe street, South London. Mr. Reid has disposed of the real estate also.

The Toronto Milk and Cream Producers' Association at the annual meeting held in the Foresters' Hall on Saturday, Sept. 16, decided by a large majority of members present to raise the winter price of milk from \$1.65 to \$2 per eight-gallon can.

W. Y. Colelough, Toronto, representative of Richard Wheen & Sons, Ltd., soap manufacturers, London, Eng., has returned from a business trip to the Old Country. Mr. Colelough left Canada about July 12 for England.

Fire broke out in the boiler-rooms of the huge Sarnia plant of the Ontario Cannery Association, in the southern section of the city. It spread rapidly and consumed the whole plant, swept through a fire wall to these premises.

H. L. Cressey, who was formerly in the retail business with Preston's Ltd., Sudbury, and F. R. McKinnon & Sons, Copper Cliff, Ont., is now on the road for Brown and Gosling, manufacturers' agents and importers, Winnipeg, covering northern Saskatchewan and Manitoba.

J. R. Jamieson, formerly proprietor of the Boston Confectionery, St. Thomas, was in that city Sunday after an absence of five years. Mr. Jamieson is now in partnership with his brother, George Jamieson, in an extensive grocery business in Sarnia.

At a meeting of shareholders of the Quinte Produce Co., at the City Hall, Belleville, presided over by Reeve Ketcheson, of Sidney, a by-law was read and ratified, changing the number of directors from three to seven; also a by-law making the head office of the company at Belleville, Ont.

Findlay A. Robson, manager, Cranbrook Jobbers, Cranbrook, B.C., is in the East on a pleasure trip. Mr. Robson's old home is at Fenelon Falls, Ontario, so that the fishing grounds in the Kawartha Lakes—the scenes of many pleasant hours in former days—have been revisited. He states that the lumbering and mining business in the Cranbrook district is very prosperous this year, and that the grocery business is good. Western crops are splendid, so far as his observation went, and with the high prices for grains this year the business is bound to be good. While in Toronto on a special trip, he called at

the office there of THE CANADIAN GROCER.

John Diprose, who for many years had three grocery stores in London, and afterward went on the road for S. H. Estabrook, and more recently manager for Johnston Bros.' Bakery, London, Ont., has gone back in the grocery business in South London. He bought out Alfred Cane, on the corner of Bruce street and Worthey road. Mr. Cane has gone into the office of the Canadian Express Co.

The incorporation is announced of the Canada Cleanser Company, the capital of the company to be one hundred thousand dollars, divided into one hundred thousand shares of one dollar each, of which ninety thousand shares shall be preferred shares, the head office of the company to be Toronto, and the provisional directors of the company to be Lena Adams, W. J. L. McKay, G. H. Gray, Vera M. Gray, and David Lowrey.

At its last meeting, the Windsor City Council, by unanimous vote, adopted a resolution requesting the Dominion Government to send investigators to that city to make a thorough inquiry into the recent advances in the price of foodstuffs. The resolution is directed particularly toward a combine, which is said to exist, between milk and bread dealers, and which the Government are asked to investigate. Milk, at present, is selling at twelve cents a quart, while the standard size loaf of white bread brings eight cents.

Western Provinces

T. F. Higginbotham, Victoria, B.C., has sold his grocery business.

The hotel at St. Malo, Man., has been purchased by Edmond Malo, who will, early in the fall, open a general store.

The Traders Grocery and Provision Stores, 308-310 Notre Dame street, Winnipeg, have opened for business.

Robert Black is now travelling in Manitoba for Watson and Truesdale, manufacturers' agents, Winnipeg.

J. O. Campbell has been appointed manager of the new branch recently opened at Dauphin, Man., by the Cameron-Heap Co., Ltd.

At midnight on Sunday, Sept. 9, the general store of J. A. Gagnon, of La Broquerie, Man., was entirely destroyed by fire. Absolutely no salvage was made on account of the suddenness of the occurrence. The store and goods were worth about \$5,000 or over, with an insurance of \$2,000.

Currants Keep Importers Guessing

Cannot Get Cables Through From Troubled Greece—Sicily Filbert in Much the Same Plight—Raws Are Higher Again in New York — Coffees Show Slight Decline—Carraway Seed Sales Upward Turn—Frost Damages Tomato Crop.

Office of Publication, Toronto, September 21, 1916.

IMPORTATIONS of all goods from Greece and Sicily have been seriously affected by recent developments. There promises to be a scarcity of currants, nuts, etc., during the coming winter. Last year's performance may be repeated unless grocers secure stocks of Christmas supplies well in advance. It is a certainty that all ingredients which will be used in making the Christmas puddings this year will be unusually high in price.

Canned goods situation is still unsatisfactory, owing to a continued shortage of supplies. Crop failures in many sections are responsible for the shortages. The canned salmon situation is very similar to that of canned fruit and vegetables. There is a good demand for sugar at present. There are some hints of firming prices, but the market is quiet following the recent decline in price. Potatoes are slightly easier in Quebec, but on account of the short crops it is expected that the price will rally. Nuts continue firm, on account of difficulty in securing supplies from Europe. The slight easing in freight rates on coffee from Brazil is a hopeful sign of better shipping facilities. Molasses show an upward tendency but there appears to be plenty of supplies. Teas are generally unchanged, but low grade teas will probably be a little easier in price. Market for pork products remains steady, owing to the continued high price of hogs. Lobsters have gone up to a record price, and there have been several advances in sea and lake fish. Flour prices remain firm. There is an unprecedented demand for all mill-feeds. Further advances are expected on some lines of package goods made from wheat.

Reports from Western Canada are encouraging, and the business outlook is brighter now than it was a month ago. Collections are good. Toronto bakers have again advanced their prices on bread and are now selling a 1½-lb. loaf at 8c from the wagon to the consumer.

Quebec Markets

Montreal, September 19.—There is a good demand for all general lines of commodities, much improved collections, and a generally satisfactory tone characterise the Quebec market conditions this week. The canned goods situation is the least satisfactory owing to shortage of supplies. Holding companies, it is said, are very far behind owing to crop failures, and the salmon canning situation is in similar case with that of the canned fruit and vegetables. Prices firm up steadily on these supplies. Sugar has been quiet with some hint of firming prices dependent on New York doings. Sugar is in very brisk retail demand at present. Potatoes are showing a slightly easier price tendency at \$1.65 per bag of 98 lbs., but with crop failure reports on every hand in Quebec the price will rally no doubt in market opinion. Molasses shows an upward

tendency again, but no shortage is so far reported. There was a sluggishness in demand for cheese this week following a very lively state of affairs last week. Big supplies came forward, and jobbers could buy at 19 cents. Butter was different. Thirty-five and three quarter cents was jobbers buying price, to sell to the retailer at 37¾ to 38 cents. Nuts are very firm, owing not so much to crop scarcity as to difficulty of obtaining the supply from Europe. A slight easing of freight rates on coffee from Brazil is noticed, a hopeful sign of better shipping facilities by sea in other directions also it may be.

SUGAR.—The week's opening found the sugar market stronger again, and strengthening. Raw Cubas which had rallied last week from 4⅞ to 4¼ took a firmer turn still. Refiners were bidding 4½ for them on the market, and holders were asking 4¾. The market was likely to go firmer at that, but moderate buying was anticipated even on the firming market especially in view of the fact that reports of a brisk retail

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—

Apples declined in price.
Bananas have advanced.
Oranges becoming scarce.
Potatoes down slightly.

PRODUCE AND PROVISIONS—

Lard advances in price.
Pork products remain steady.
Butter is firmer.
Eggs up again.

Cheese prices irregular.

Export demand light.

Butter held in storage.

FISH AND OYSTERS—

Lobsters reach record price.
Supplies of fish scarce.
Advance in sea and lake fish.
Whitefish scarce and higher.

GENERAL MARKETS—

Potatoes slightly easier.
Molasses shows upward tendency.
Nuts firm and scarce.
Freight rates easier on coffee.
Scarcity of canned goods.
Sugar market firmer.
Low grade teas to be easier in price.
Split peas lower.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Bakers buying flour heavily.
Rolled oats higher.
Corn products up.
Choice middlings, \$32.

FRUIT AND CEREALS—

Oranges up again.
Peaches sell well.
Potatoes slightly down.
Turnips appearing.

FISH AND OYSTERS—

All fish to be high.
Halibut up a cent.
Whitefish higher.
Portland lobster in.

PRODUCE AND PROVISIONS—

Hogs up again.
Shortening up a cent.
Storage eggs selling.
Creamery up a cent.

GENERAL GROCERIES—

Carraway seed up.
Currants 'way up.
Filberts to be high.
Canned goods scarce.
Frost hit tomatoes.
Raws up in New York.

MANITOBA MARKETS.

FLOUR AND CEREALS—

First patents still at 8.50.
Wheat likely to decline.
Rolled oats steady at 2.60.
Both bulk and packages selling.
Corn market still very firm.
Feeds continue to advance.

PRODUCE AND PROVISIONS—

Live hogs bring 11.50-11.85.
Butter continues to go up.
No. 1 creamery 36; No. 1 dairy 29-30c.
Higher eggs looked for.

FISH AND POULTRY—

Halibut advances to 12c.
Fresh steak cod now 12½c.
Whitefish in good supply.
Smoked gold eyes plentiful.
Poultry coming in better.

FRUIT AND VEGETABLES—

Lemons decline to 9.50 case.
Duchess apples 5.00-4.50.
Peaches at 1.25 crate.

GENERAL GROCERIES—

Sugar market very uncertain.
Molasses likely to advance.
Dried peaches will be higher.
Prunes still hold very firm.
Manchurian dried beans expected.
Cheaper tapioca on the market.

demand were circulating, and retailers stocks are believed to be low. There is some probability in the minds of wholesalers that sugar prices in Montreal may follow New York and go higher, but for the present, quotations remain as last week's. Although an increase in the prices of sugar is anticipated in some quarters, the impression is that this will not maintain for very long, but will probably be followed by a decline in prices. It is known that there are large quantities of raw sugar still to be moved from Cuba, but the supplies are in strong hands, and not likely to be released prematurely.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 40
50 lb. bags	7 50
2 and 5-lb. bags	7 76
Extra Ground Sugars—	
Barrels	7 75
50 lb. boxes	7 95
25 lb. boxes	8 15
Yellow Sugars—	
No. 1, 100 lb. bags	7 00
Dark yellow, 100 lb. bags	6 80
Bright coffee, bbls. only, cwt.....	7 25
Powdered Sugars—	
Barrels	7 55
50 lb. boxes	7 75
25 lb. boxes	7 95
Paris Lump—	
100 lb. boxes	8
50 lb. boxes	8 10
25 lb. boxes	8 30
Crystal Diamonds—	
Barrels	8 00
100 lb. boxes	8 10
50 lb. boxes	8 20
25 lb. boxes	8 40
Cartons	9 05
Half cartons	9 75

*Not new prices; have been in force some time.

MOLASSES.—The market for molasses is very firm. Prices show a distinct upward tendency although supplies are not as yet showing any serious sign of shortage. While the prices quoted last week are still available, some dealers were quoting slightly higher prices. Corn syrups were being asked for also, and the market tendency throughout was firm.

TEA.—The market for the black teas continues as last week with prices for the principal teas unchanged. Demand is good, and the market looks forward with confidence to the future conditions. In Japan teas which do not show any principal quotable lines, and the prices of which vary from as low as 13 cents to as high as \$1. per lb. to the retailer there is a hint of scarcity of the higher qualities. Low grade teas will be a little easier in price. In China teas no siftings or fannings are now obtainable at any price. Latest cable advices from Shanghai state that both blacks and greens are to be higher this year.

Pekoe Souchongs, per lb.	6 23	0 25
Pekoes, per lb.	0 25	0 28
Orange Pekoes	0 26	0 31

COFFEE.—A slight easier shading on coffee prices at the ports of export in Brazil was due at the beginning of the week to the fact that freight rates dropped slightly but appreciably, there being a better offering of bottoms to take care of cargoes from Brazil to

New York. The shading was not sufficient to affect prices in Montreal but renewed the feeling that coffee need not be higher priced in Canada this winter. With a good crop and fine quality, plus more reasonable freight rates, there should be abundance of good reasonably priced coffee on the market, and consumption of coffee may very well increase throughout the Dominion. Montreal opinion, by the way, is that Brazil coffees were higher priced four years ago than they are to-day by about four cents per pound, which differs from opinions in Toronto last week.

NUTS.—A very marked firming up is noticeable in the market for nuts this week. Shelled walnuts both the fresh cracked Bordeaux halves, and the cold storage nuts are in demand and scarce. Higher prices are predicted still for the cold storage product later on according to one large wholesale firm, and all agree that prices are firming. Filberts at the ports of export are as high as has ever been known. Walnuts in the shell though the crop is good are high priced also. In general with shortage of supplies from Europe and good demand prices are responding. The California crop of almonds is being quoted to the jobber from shipping points at from 10 cents to 19½ cents per lb. f.o.b. with firmer prices in prospect owing to conditions affecting the European nut supply. Shelled peanuts are in brisk demand at prices quoted.

Almonds, Tara, new	0 19	0 20
Grenobles	0 18	0 19
Marabouts	0 13½	0 14
Shelled walnuts, fresh cracked, lb.....	0 40	0 42
Shelled almonds, 28-lb. boxes, per lb ..	0 40	0 42
Sicily filberts	0 18	0 19
Filberts, shelled	0 40	0 40
Pecans, large	0 19	0 20
Pecans (Texas shelled)	0 40	0 40
Brazils, new	0 15	0 16
Brazils (shelled)	0 65	0 65
Peanuts, American, roasted ..	0 09	0 12½
Peanuts, No. 1 Spanish, shelled	0 10	0 10
Peanuts, No. 1 Virginia, shelled	0 09½	0 09½

FRIED FRUITS.—With the growers holding supplies at their own prices, and jobbers inclined to let them hold for a while, there have been few transactions in dried fruits on the Montreal markets this week, and little buying according to report, in the East generally. Prunes show no advance, but new apricots and peaches show prices in advance of last week's quotations for old crop. There is a general tendency to firmer prices for dried fruits at present quotations to jobbers at California Coast rates showing this tendency. Seedless oil-bleached raisins are firmer. The unbleached raisins are off the market. Currants are scarce and high priced.

DRIED VEGETABLES.—Owing to the arrival on the market of the new crop, split peas are now quoted at \$5.75 in place of \$6.50 last week's highest quotation. Old crop are still obtainable. Canadian beans are not yet on the market and not quoted yet. for new crop,

but next week may see some new crop quotations. The crop is said to be light but of good quality. Quotations (coast) of California Lima beans to the jobbers indicate a firming tendency of prices, but easier prices are expected as the season goes on.

Beans—		
Canadian, 3-lb. pickers, per bushel....	5 90	6 00
Canadian, hand-picked	5 90	6 50
Canadian, 5-lb. pickers	5 60	5 60
Yellow eyes, per bushel	5 70	5 70
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 25
Peas, split, bag 98 lbs., new crop.....	5 75	5 75
Barley, pot, per bag	3 40	3 40
Barley, pearl, per bag	4 65	5 15

RICE AND TAPIOCA.—With an uneventful market condition prices of rice and tapioca showed no particular development in Montreal as compared with last week. Rice shows a 5 cent variation upwards on the lower quotation, but this is the only movement recorded. The market for these goods is steady.

SPICES.—With the market still awaiting its revival of activity due in a week or so now, there has been no alteration in conditions as they were found in regard to spices last week. Pepper keeps in brisker demand with a firming tendency in the market.

CANNED GOODS.—On all sides the market is concerned about canned goods for there are not enough of these to go round this season, as far as the new pack is concerned. Those merchants who have laid in supplies of last season's pack are fortunate. They can set the pace in persuasive prices, and still make profits. They can ask higher prices, and still not sell dear as compared with others. In salmon for instance the new season's pack is disappointing. Chums only show 100 per cent. filled orders. The canners can fill only about 50 per cent. of orders in pinks, 25 per cent. in red cohoes, none at all in red springs, 30 per cent. talls in red sockeye, 50 per cent. half flats, and no flats at all. Prices will be high, ruled somewhat by demand which promises to be brisk. Tomatoes, corn and peas in the can will all be higher priced this season, declare canners and wholesalers alike. The holding companies are reported to be away behind average crop expectations, and the crops generally are poor from the point of view of the canners. What with the advanced cost of canning materials, labor, etc. and the situation generally some wholesalers incline to the opinion that a 15 to 20 per cent. increase in prices may be experienced. Already this week's prices for tomatoes (canned 3 lbs.) are \$1.40 per doz. as against \$1.35 last week, and for corn (2 lbs.) \$1.15 per doz. as against last week's \$1.10. Norwegian sardines are up also \$1.50 per case, being now \$16.50 per case. English

sprats on the other hand being in better supply than had been expected, dropped in price from \$12 quoted last week, to \$10 this week per case. So far the new season's pack of salmon has not come in. The rise in price of canned peas is so far 5 cents per doz., \$1.20 per doz. being quoted.

Ontario Markets

Toronto, Sept. 21.—The chief event of importance this week in market circles is really the weatherman's concern—the advent of colder weather. It has had many results. It has meant the introduction of storage eggs, which usually come a little later. Also it has put up the price of new-laid a couple of cents, and made them still more difficult to secure. Creamery butter is also higher by a cent, while the range of price for dairy butter has been more closely drawn together.

The cold weather, too, did some damage to crops, which come to the consumer in the form of canned goods. Monday's frost played all kinds of havoc with tomatoes, though some sections luckily escaped. Corn, too, has been held back some. All canned fish is mighty scarce, and very high prices will be paid this winter for pinks, cohoes and sockeyes.

Beans are higher than ever, and a crop as late as November is now practically a certainty. Several other cereals have taken an upward turn, notably cornmeal and rolled oats. The colder weather makes a big demand for breakfast goods, which are manufactured from such cereals.

Nuts are again higher. The situation in them and dried fruits in primary markets is exceedingly tight, and already Christmas buying looms up as a difficult proposition.

SUGARS.—Locally there is a firmness which comes partially from a steady demand and partially in sympathy with the American situation. There is a good consumer demand for sugar for preserving purposes. Peach season is in full swing, and is having due effect. The housewife is apparently not scared by the heavy prices. New York has advanced on raws again, and is quoted at writing at 5.64. It went up 1/8th on Monday and 1/4th on Tuesday. Some indication of the feeling there may be gained from the fact that the Federal, which declined 1/4 last week, has totally recovered that on a purchase for export account of 5,000 bags at 45 1/2. Federal advanced to 6.60, and there stands pat, refusing anything under. It is doing good business apparently and can afford to take a firm stand. Can-

adian refined basis is still on 4c raw basis, though latest developments in New York, allowing for duty of 1.02, makes our price lower than New York's raw basis by the difference between 4 and 4.62, or 62 a hundred less. Situation is regarded as sufficiently strong for possible advance, though no sugar man predicts this. It is not likely to occur immediately. Recent decline evidently got a lot of business from retail trade, who saw in it something so unusual that they hailed it with open arms. Situation is distinctly a waiting market. Predictions would be foolish, since American activity may turn out to be of the flash-in-the-pan variety.

MOLASSES.—Development this week was that molasses sold at slightly easier price to wholesalers, possibly to encourage business, which has been needing a stimulant. This has been provided by a colder weather demand, and trade is fairly healthy for this, a centre which does little in molasses at the best of times. The fall demand may now be said to have started, however. This is the buying time. No new feature shows up as to supplies. Stocks are adequate for the amount of business likely to be passing.

Corn syrups are also in better month. Cold weather—what a filip it gives to trade!—is again responsible.

TEA.—As a slight set-back to the general expectations of the trade, teas this week were reported "irregular." Monday saw a cable to one importer to that effect; Indians were referred to. No cable information is to hand before we go to press on the Ceylon situation, which was firmer and up a halfpenny last week. One feature is developing: the trend towards better quality teas again. This is a welcome sign. Quality for a long time has been poor, and high grades have been at a premium, while for low grades too high prices have, perforce, been paid.

It is still too early to discuss, with any certitude, the effect of prohibition upon consumer buying. As Mr. Asquith would say: "Wait and see." Meanwhile tea men confidently anticipate much more tea being sold as has been the case in all other provinces where the alcoholic bar has disappeared.

	Per lb.
Pekoe Soucbongs	0 23 0 25
Pekoes	0 24 0 26
Orange Pekoes	0 28 0 30
Broken Pekoes	0 30 0 32
Broken Orange Pekoes	0 32

These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.

COFFEE. — The "anticipated increase," referred to as the view of some coffee men, has not materialized. Indeed, on the contrary, decreases are recorded in some Brazilians, while a perceptibly easier tone characterizes most coffees. Hence Santos are down to 22-24c. Bourbons, declining a cent from last week's

level also, are at 23-25c. Prices, it will be remembered, were recently advanced, but have now receded again to quoted levels. Nevertheless nearly all Brazilians are up a cent and a half from those of, say, four months ago. They are quoted higher in the primary market than has been the case for years. Stocks in Brazil for export continue to show a decrease.

Locally this last week has seen a much improved demand. Exhibition over, people are pretty well through with cold drinks, reverting again to hot ones. Hence the call for coffee. Maracaibos remain quite firm. Javas and Mochas show no change.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 25	0 28
Java, lb.	0 33	0 36
Maracaibo, lb.	0 26	0 27
Mexican, lb.	0 27	0 31
Mocha, lb.	0 33	0 36
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 27
Santos, lb.	0 23	0 25
Chicory, lb.	0 13	0 15
Santos, lb.	0 23	0 25
Chicory, lb.	0 13	0 15

BEANS.—It is now pretty certain that the crop will be very late, and early November will be reached before it comes in. Such beans as are now available are being sold by the farmer as high as \$4 and \$4.25. Extraordinary levels when compared with former years. At that very poor grade stuff is all that can be gotten. Hand-picked beans are all of inferior quality. Poor weather all through the last few months, and now a touch of frost, are bound to have a bad effect, which will result in very high levels. Nine cents a pound is quoted to the retail trade, and confidence is felt that even that price will be bettered shortly.

A report comes from Michigan to the effect that the Michigan Bean Jobbers' Association, through its president, A. B. Cook, of Maple River, circulated an agreement recently among the bean jobbers of Kent County, the signing of which obligates the jobbers not to patronize in any way any dealer or jobber who buys beans at a price lower than the scale established last week by the Michigan Bean Growers' Association. The association fixed its price for beans for October delivery at \$5 a bushel, with an advance every month until the price shall reach \$5.50 by January 1.

This does not influence Canadian jobbers at all, but is simply a straw which shows that Canadians are not alone in their diffidently with crops.

SPICES.—Caraway seeds continue to jump in price, and a full cent advance is recorded this week. Some are selling as high as 32c to 33c. Last week's firmness has thus crystallized into a definite upward movement. Caraway is jumping in New York, which simply reflects the state of affairs in Holland. There, there is a talk of export duty. Holland, hit by international complications, needs the money, and it is regarded

as altogether likely that such a duty will be imposed. This will certainly mean higher levels. Caraway at present prices is a good buy. Celery seed has shown vagaries: it receded and then came up again. Present quoting of 45c is general. There is an excellent demand for peppers and allspice. Cream of tartar remains strong, with small stocks on spot.

DRIED FRUITS.—Once more the interest of the trade centres on currants. To begin with, there are mighty few in the country. "Tell me where I can buy currants and I'll be obliged to you," said one prominent importer. Trade will do well to buy any currants they can. The upset last Christmas should be a signpost for them and a lesson on preparedness, for unless some drastic change occurs in present conditions we shall have the same trouble this coming December. Cables on Wednesday of this week were the highest in ten days. Note that all prices are raised one cent to the trade. Further advances are forecast. The trouble is first that cables are exceedingly hard to get through. Nobody knows what is happening in Greece, and many messages take a week to transmit. For example, a Greek exporter cables his price here. It takes three or four days to get over. Replies are sent making a counter offer, and they frequently take a week to get over. In that time price in the primary market is 'way up. So the merry game goes on. Let grocers remember how the "Frixas" arrived about 'steen months after she was due last year, and buy all they can now. One wholesaler-importer is confident that there won't be enough currants in Canada for Christmas puddings. Those that are here, he thinks, will be so high that the trade will have trouble in selling them. Any currants, at present levels, are a good buy.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Choice, 25's, faced	0 14	0 15
Extra choice, 25's, faced	0 16½	0 17½
Fancy, 25's, faced	0 17½	0 18½
Candied Peels—		
Lemon	0 19½	0 20
Orange	0 19½	0 20
Citron	0 25	0 26

Currents—

Filiatras, per lb.	0 15½	0 16½
Patras, per lb.	0 16½	0 17½
Vostizzas, choice	0 17	0 18½

New citron peel is in this week, and we quote 25c to 26c therefor. No new lemon or orange is here yet. There is an increase of half a cent in price for old peels; 20c is price to trade.

Prunes remain firm at high prices with good active demand.

RICE AND TAPIOCA.—There is little new in price or conditions, though colder weather means better demand for puddings, which is reflected in this week's increased buying by the trade. This applies to both rice and tapioca.

NUTS.—Tarragones almonds are a trifle easier this week, and sell at 19-20c,

which is down a cent. This is general price, though not all sellers are down. Grenobles are up a full cent, and some are getting up to 19c. Demand is unexpectedly heavy. The high spot is filberts. Nobody can get any cables and nobody knows what they are doing in Sicily. If any filberts come direct, which is unlikely, they will be higher as Christmas approaches. It is most likely that we will get New York supplies, if they are sufficiently well stocked there to part with any. Lack of space on boats and the general difficulty of getting the stuff out of Sicily is proving their difficulty as it is ours this side the border.

Tarragones, lb.	0 19	0 20
Marbots, French, in shell	0 15	0 15
Grenobles, lb.	0 18	0 19
Walnuts, shelled	0 40	0 40
Almonds, shelled	0 40	0 40

CANNED GOODS.—Tomatoes are going higher, and this winter, it is asserted, they will be the highest in years. Stocks are very low now, and if the frost on Monday night was at all general the crop won't be 25 per cent. of what was hoped. It seems to have been fairly general at that. Corn has not started coming in yet. It will be scarce and high, and export demand is going to be more than ever, from present indications.

All grades of salmon, not only sock-eyes but cohoes and pinks, are to be very high. The pack is exceptionally light. It looks like high prices for all canned goods.

Manitoba Markets

Winnipeg, Sept. 21.—There is considerable uncertainty here as to what sugar is going to do next. The situation is summed up well by a local house, who advise their customers in these words: "Your guess is as good as anybody's, and you must decide yourself on the best course. To buy or not to buy, that is the question." It is a question, the answer to which would be worth thousands of dollars.

There is a feeling here that the wheat market is likely to decline if deliveries of wheat are of greater volume this week. Deliveries were small last week on account of the wet weather, but even at that the market had a downward tendency.

SUGAR.—The market for refined here still stands at 8.10. Since the decline two weeks ago, New York refined has gone up fifteen points. Sales here have been much larger during the past two weeks. In a message to their customers, a firm of wholesale grocers say: "Most

people are wondering how Canadian sugar refiners came to reduce prices 40c per 100 lbs. right in the middle of the preserving season, when we are accustomed to have a steady market, when, indeed, the market usually has an upward tendency. Canadian refiners are governed by identically the same conditions that govern the New York market, and fluctuations there are usually reflected here. So in this case. Before the 40c decline the Canadian refiners were considerably below the usual price equivalent of the two markets. However, when New York refined made a sensational drop of 75c per 100 lbs., it was inevitable that Canadian refined prices had to decline also. The 40c drop now places the two markets on about the usual parity. Undoubtedly, the high prices of sugar that have been ruling have affected the consumption. Further, merchants, and everyone, in fact, have been buying their requirements from hand to mouth, and it is felt that there cannot be very large supplies in the country. There is no means of checking this up until the demand commences to develop. Here you have the facts on both sides. Your guess is as good as anybody's, and you must decide for yourself on your best course. To buy, or not to buy, that is the question."

SYRUPS.—Quotations on all syrups remain the same. The molasses market is very firm, and there might be an advance on account of high freights. Corn syrup continues firm in sympathy with the corn market.

DRIED FRUITS.—Brokers feel that evaporated apples are likely to be firmer in the near future, and would not be surprised to see higher prices on account of the fact that the apple crop will likely be short. Pears are a little easier, but apricots and peaches remain very firm. The trade can almost bank on a local advance in peaches, as many jobbers are selling at what they are costing, in fact, at less than they are costing. Currants are still high. There is a certain volume carried by local jobbers, but not nearly as much as there would be if prices were lower. The tendency just now is for people to buy raisins in preference to currants. On account of the growers in California holding out for higher prices, and because they are very independent, the prune market continues very firm.

DRIED VEGETABLES.—The Manchurian beans, referred to last week, have not arrived in Winnipeg yet, but are expected this week. It is stated that these should sell to the trade at about \$4.65 per bushel.

RICE.—Jobbers locally have protected themselves to the end of the year, and there is hardly likely to be a drop

or advance in rice before that time, even though Japan are said to be easier. The retailer may probably expect lower quotations on tapioca, as several cars at lower figures have reached Winnipeg during the past week.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07½	
Evaporated apples, choice, 25's	0 08½	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25's	0 12½	
Apricots, choice, 25's	0 11½	
Apricots, choice, 10's	0 15½	
Peaches—		
Choice, 25-lb. boxes	0 08	
Choice, 10-lb. boxes	0 09	
Cherries—		
Filiatras, wet, fresh cleaned	0 15½	0 16½
1 lb. package Amalias	0 16½	
2 lb. package	0 33	
Dates—		
Hallowee, loose, per lb.	0 09	
Hallowee, 12-oz. pkgs.	0 08½	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10½
16 oz. choice, seeded	0 10	0 10½
12 oz. fancy, seeded	0 06	0 08½
12 oz. choice, seeded	0 07	0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	0 08½	
3 crown, loose, 50's	0 08½	
Raisins, Cal. Valencias—		
25-lb. boxes	0 09	
50-lb. boxes	0 09½	
Prunes—		
90 to 100, 25's	0 07½	
80 to 90, 25's	0 07½	
70 to 80, 25's	0 08½	
60 to 70, 25's	0 09	
50 to 60, 25's	0 09½	
40 to 50, 25's	0 10½	
Peels—		
Orange, lb.	0 17½	0 18½
Lemon, lb.	0 18	
Citron, lb.	0 21½	

COFFEE.—Coffee are going to be high because of a frost in Brazil, because of a scarcity of freights, and also on account of high insurance rates. An old type of vessel is being used to ship coffee from Brazil, which some insurance companies will not touch at all. The frost will effect next year's crop only, but this will tend to boost prices this year. Advances have been made locally amounting to about a cent per lb., but this applies mostly to the cheaper grades. The following prices are being asked by one house here: Choice green, No. 7 Rio, 15-15½¢; choice green, No. 5 Rio, 16¾¢; green Santos, 17-17½¢; roasted Rios, bbls., 19½¢; roasted Santos, bbls., 22½-24¢.

Coffee—		
Green, choice, No. 7 Rio	0 15	0 15½
Green, choice, No. 5 Rio	0 16	
Green, Santos	0 17	0 17½
Roasted Rio, in bulk, bbls.	0 19½	
Roasted Santos	0 22½	0 24
Maracaibo, green	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins.	0 10½	

SPICES.—The only feature to this market is a strong tendency for peppers to advance. Prices asked by Winnipeg jobbers vary very widely.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 19	0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 23½	0 26
Cloves, ground	0 30	0 33
Ginger, Jamaica, ground	0 29	0 32
Nutmegs, ground	0 28	0 30
Pepper—		
Ground, black, 10-lb. boxes	0 27	
Ground, white, 10-lb. boxes	0 37	
Whole, white	0 29½	

TEA.—Brokers in close touch with the Indian market state that if it were not for the high freights being charged, the price of tea would be very reasonable. Freights are more than double what they were before the war.

CANNED GOODS.—Fair stocks of tomatoes are carried here, but they are

not heavy. In a normal year, the prices being asked for tomatoes to-day would kill the sale, but there is nothing to take its place, everything else being high. No further new prices have been named on fruits or vegetables, but the trade are confidently expecting that they will be high. Owing to difficulty in securing supplies, packers of meats are not guaranteeing prices or prompt shipment. One packer advises: "All orders will be booked subject to material being available for same, and provided that the goods will be invoiced at prices ruling at the date of shipment."

ALBERTA MARKETS (GALGARY)

By Wire

Calgary, Sept. 20.—A slightly firmer tone is noticeable in sugar, following the recent decline in price. There were some who expected further declines but opinions have changed during the past week.

Dairy butter has advanced locally 2c per pound. Tomatoes (3's) are now quoted at \$3.60. Evaporated apricots (choice) have advanced and are now quoted at twenty cents. Cream of wheat has advanced 25c per case. Marearoni has also advanced. All other wheat products are expected to advance further. Large cheese for October delivery are quoted at 22c. Lamp glasses are stated to go higher and are said to be good buys at present prices. New honey in comb has arrived and is quoted at \$5 crate of 24 sections. American orange and lemon peels for fall delivery are quoted at twenty cents. Citron at 26c.

General—	
Beans, small white Japan, lb.	0 08
Flour, No. 1 patent, 98's	4 20
Molasses, extra fancy, gal.	0 77
Roller oats, ball	3 00
Roller oats, 80's	2 90
Rice, Siam, cwt.	3 90
Potatoes, local, per bush.	0 55
Sago and tapioca, lb.	0 09
Shelled walnuts, finest halves, lb.	0 38
Shelled walnuts, broken, lb.	0 28

Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 22
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 27
Butter, No. 2, dairy, lb.	0 23½
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked backs, per lb.	0 22
Lard, pure, 3s, per case	10 20
Lard, 5s, per case	9 83
Eggs, new laid, per doz.	0 35
Eggs, case	9 00

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, Sept. 20.—Market conditions remain steady, and business continues good. Wholesalers report that collections are excellent. It is expected that prices for eggs during the coming winter will go sky-high. New laid are quoted at 35c, while No. 1 are quoted at 30c. Butter No. 1 is quoted at 25c and No. 2 at 24c.

General—	
Beans, small white Japan, lb.	0 08½
Flour, No. 1 patent, 98's	3 85
Molasses, extra fancy, gal.	0 75
Roller oats, ball	3 30
Roller oats, 80's	2 90
Rice, Siam, cwt.	4 50
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.	8 55

Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 22
Butter, creamery, lb.	0 34
Butter, No. 1 dairy, lb.	0 25
Butter, No. 2 dairy, lb.	0 24
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked bellies, per lb.	0 25½
Lard, pure, 3s, per case	10 16
Eggs, new laid	0 35
Eggs, No. 1	0 30

Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 65
Peas, 2s, standard, case	2 65
Tomatoes, gals., case	2 50
Tomatoes, 2s	3 25
Tomatoes, 2½s	3 25
Tomatoes, 3s	3 45
Apples, gals., Ontario, case	2 60
Strawberries, 2s, Ontario, case	5 16
Raspberries, 2s, Ontario, case	5 19
Salmon, finest sockeye, tails, 4x1s, cs.	10 50
Salmon, pink, tails, 4x1s, per case.	4 50
Lobster, ¼s, per doz.	3 00

SASKATCHEWAN MARKETS

By Wire.

Regina, Sept. 20.—Crop reports from all parts of the province indicate that the wheat yield will be heavier than was believed possible some weeks ago. Heavy rains interfered with threshing operations, but the weather has cleared and threshing is again in full swing. Fresh eggs are becoming harder to obtain, and strictly fresh eggs are now being quoted at 30c. Dairy butter has advanced to 27c. Staple lines remain unchanged.

NEW BRUNSWICK MARKETS

St. John, Sept. 20.—Markets are steady with comparatively few changes, but the upward tendency continues. American pork is now \$36.25 to \$36.75. Dairy butter is quoted from 30 to 32c. Creamery ranges from 34c to 37c. Eggs (case) range from 29 to 30c; hennery, 36c to 38c. Cheese is quoted locally from 21 to 22c. Yellow eyed beans from \$5.75 to \$5.85. The shortage of potatoes in other markets is affecting the markets here. Prices locally range from \$2 to \$2.25 with higher prices expected.

Browns Ltd., have purchased the stock and business of Spencer-Todd, Ltd., department store, Medicine Hat. The floor space will be increased two and a half times the present size. The new members of the firm are H. H. Brown, M. A. Brown, and J. A. Huntley.

GROCERS

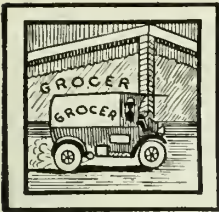
Call on us for fancy dressed poultry, fresh killed daily.

C. A. MANN & CO.
LONDON, ONT.

The Anglo-Portuguese Sardine Packing Co., Limited

SETUBAL. PORTUGAL

Most up-to-date Packeries in Portugal. French methods of Packing. Selected fish and Pure oil only. If you want RELIABLE packers, communicate with us.



FRUIT AND VEGETABLES



Apples Went Low; Bananas Soared

Plentiful Supply, Small Demand for
Canadian Apples Temporary
Scarcity of Bananas.

Montreal

FRUIT AND VEGETABLES.—Fruit, as becomes the fall season is in better demand than vegetables at present, but vegetables are in fair demand with prices low. The most famous 'Fall' fruit of all, the apple is according to some dealers almost going at the original Garden of Eden give-away figure. A fair average price for Canadian apples is \$1.25 to \$2.50 per barrel. Oranges are vanishing from the market and priced accordingly at \$5.25-\$5.75 per box. North West U.S.A. pears (Oregon and Washington fruit) are selling at from \$1.25 to \$2.50 per box. Canadian Bartlett's packed in barrels are selling at \$4, \$5 and \$6 per barrel of 160 lbs. or so, according to quality. The quality of these Canadian pears is excellent, quite as good as the United States product, but the United States package helps the foreigner considerably. The St. Lawrence apple is expected on the market pretty soon now. Bananas are up this week to \$3. and \$3.25 per bunch. They are scarce this week, and the price will probably come down again as supplies come in. Lake St. John Blueberries are over for the season. Vegetable supplies and prices are varied only slightly from last week.

Beets, per doz. bunches	0 50
Beets, per bag	0 90
Beans, wax and green, per bag	1 00
Carrots, new, per doz. bunches	0 40
Carrots, per bag	0 90
Cabbage, per doz.	0 75
Cucumbers, per doz.	0 15
Cucumbers, pickling, per box	1 00
Celery, per doz.	0 75
Lettuce, head, per doz.	0 65
Lettuce, curly, per doz.	0 25
Lettuce, Romaine, doz.	1 00
Onions, per doz. bunches	0 50
Onions, per bag 75 lbs.	1 50
Onions, pickling, per pail 20 lbs.	1 00
Turnips, per bag	0 75
Vegetable marrow, per doz.	1 00
Tomatoes, per box	0 50
Tomatoes, yellow, preserving, box.	0 75
Squash, per doz.	2 00
Egg plant, Montreal, doz.	1 00
Cauliflower, per doz.	2 00
Sweet potatoes, per hamper 60 lbs.	1 75
Watercress, per doz. bunches	0 40
Parsley, per doz. bunches	0 15
Mint, per doz. bunches	0 25
Corn, per doz.	0 10
Pumpkin, per doz.	0 15
Radishes, per doz.	0 10
Potatoes, Montreal, per bag 75 lbs.	1 75
California Tokay grapes	2 75
California Malagas	2 00
Pears	1 25
Colorado peaches	1 40
Alexander apples	No. 1 3 20
Duchess apples	No. 2 2 50

Yellow transparent apples	2 50	2 60
Peach apples	2 50	2 60

Canadian apples were also obtainable at as low as \$1.25, supply being plentiful, and demand not active.

Apple Prices Up Peaches Decline

Green Gage Plums Higher Again—
Valencia Oranges Up—Blueberries
Decline

Toronto

FRUIT.—Interest centres a good deal around peaches, and there has been a slight break in prices. Crawford's are quoted 50 to 75 cents for 11 qt. baskets and 25c to 40c for 6 qt. Demand is healthy, but there is a fair abundance, and two or three fruit men are expecting more declines. Pears are lower by a quarter a box. Blueberries, too, are down; demand is slight. Grapes are up a trifle, with top notch at \$3. Plums are not now being shipped so heavily and there is a healthy demand for what stocks come forward. Lawton berries are still coming in small lots. Melons and cantaloupes are now shipping only lightly, and there is no great demand for them. Colder weather has hit on the head slightly trade in what may be referred to as hot weather fruit. Duchess apples sold up half a dollar this week. It looks like a season of high prices for apples.

Apples, yellow harv't and astrach'n, 11 qt.	0 30	0 50
Duchess, barrel	3 00	3 50
Bananas, bunch	1 75	2 25
Blueberries, 11 qt.	1 00	1 50
Oranges—		
Late Valencias, case	4 00	5 75
Grapes, Cal., case	2 25	3 00
Ontario, 6 qt.	0 17 1/2	0 25
Lemons, Verdill, case	7 50	
California, 420's	7 50	
360's-300's	7 50	
Limes, per 100	1 25	1 75
Pears, boxes	2 50	2 75
Canadian, 6-qt. bkt.	0 25	0 35
11-qt. bkt.	0 40	0 60
Peaches, Elbertas, case	1 25	1 30
Peaches, Crawford's, late	1 30	1 50
Peaches, St. John freestone, 11-qt.	0 35	0 85
Crawford's, 11-qt.	0 50	0 75
Crawford's, 6-qt.	0 25	0 40
Plums—		
Bradshaws, Lombards, 11-qt.	0 30	0 50
Green Gage, 11-qt.	0 40	0 85
Plums, 4 baskets	2 75	3 00
Melons, sugar, Canadian, 11-qt.	0 35	0 75
Cantaloupes, 16-qt.	0 75	1 00
Alderberries, 11-qt.	0 25	

POTATOES SHOW SLIGHT DECLINE; CABBAGE DOWN

Toronto

VEGETABLES.—There has been a slight declining tendency evinced in potatoes. This is particularly noticeable in Ontarios, while Delawares have fairly well maintained levels. No reason is urged: stocks are good, however, and cold weather does not seem to have had

expected effect in speeding up demand much. Corn is now coming down in easy steps, and is fetching round 15 and 25 cents a dozen: lots is going at former figure. Stocks are decently heavy. Celery is lower again. Turnips are beginning to come in, and are selling at 40 to 50 cents per 11-quart basket. Cucumbers sold recently at 20 to 25 cents for an 11-quart basket. Gherkins, of course, are much higher. There is a good all round demand for vegetables, but stocks, on the whole, are none too heavy.

Cabbage, Canada, doz.	0 90	1 00
Beets, basket	0 40	
Beans, green	0 50	
Beans, wax	0 75	
Carrots, basket	0 40	0 50
Carrots, bag 75 lbs.	1 35	
Celery, Canadian, dozen	0 30	0 35
Corn, doz.	0 15	0 25
Cucumbers, basket	0 40	0 50
Gherkins, small, 11-qt.	0 75	1 50
Eggplant, 11-qt.	0 50	0 75
Onions—		
Spanish, crate 120 lbs.	4 50	4 75
Silver skin, pickling, 11-qt.	1 25	2 00
Peppers, green, basket	0 75	1 00
Red, 11-qt.	1 00	1 50
Potatoes—		
New Brunswick, Delawares, 90-lb. sacks	2 10	2 25
Sweet, New Jersey, hamper	2 25	
Ontario, 90-lb. bag	2 10	2 20
Squash, summer, basket	0 50	
Cress, water, basket	0 50	0 75
Tomatoes, Canadian, 11-qt. basket	0 30	0 50
6-qt. basket	0 15	0 20

LEMONS LOWER IN PRICE.

Winnipeg

FRUIT AND VEGETABLES.—There has been a decline in California lemons, which are now bringing \$9.50—a decline of 50c per case. Duchess apples continue to bring \$5 for No. 1's, and \$4.50 for No. 2's. Peaches are selling for \$1.35 per crate.

Fresh Fruits—

Apples, Washington, box	2 00	2 50
Apples, Duchess, No. 1	5 00	
Apples, Duchess, No. 2	4 50	
Bananas, lb.	0 04 1/2	
Cantaloupes, crate	4 50	
Grapefruit, case	6 50	
Grapes, California, crate, Malagas	2 50	
Grapes, Tokays	2 25	
Valencia oranges, case	5 25	6 00
California lemons	9 50	
Peaches, crate	1 35	1 50
Pears, Bartlett's	2 75	
Cash apples, box	1 35	
Plums, blue, 6's	0 40	
Plums, red	0 30	
Plums, Green Gage	0 50	
Prunes, Italian, 4 basket	2 00	
Prunes, Italian, peach boxes	1 35	
Vegetables—		
Peppers, per basket	0 75	
Mushrooms	0 90	
Carrots, dozen bunches	0 20	
B.C. potatoes, new, lb.	0 07 1/2	
Garlic, per lb.	0 25	
B.C. onions, 100-lb. crates	3 50	
Spanish onions, case	1 50	
Tomatoes, B.C., crate, 4 baskets	1 00	
Tomatoes, Ontario, 11-qt. basket	1 00	

Mr. J. A. Byrne and Mr. G. A. Beaulieu have joined partnership in the grain business in Montreal, occupying offices in the Board of Trade Building. Mr. Byrne was for years with Chaolin Bros., and Mr. Beaulieu is very well known in Toronto and Montreal in grain trade circles.



FLOUR AND CEREALS



Flour Steadies At The Firm Prices

Winter Wheat is Scarce and Shows Advances in Price While Flour Is As Last Week

Montreal—
FLOUR.—Flour prices remained firm but went no higher in Montreal at the opening of this week. The grade of milling wheat available has been low, and a big cash premium is exacted on it, particularly on No. 2 Northern which is very hard to obtain. No.'s 4 and 5 are easier to get but are deficient in milling quality. The whole situation points to firm-priced flour. Even the prospect of an early opening of the Dardanelles releasing Russia's crops of the past three years may not in the opinion of many merchants bring prices very far down, as the quality of this Russian wheat is very problematical. There is further regret expressed amongst wheat men regarding the adverse report on the Manitoba crop. New wheat will supersede last season's wheat in milling much sooner than was the impression last week. Within a week from now some of the largest millers will be milling new wheat. The opinion is expressed in some quarters that flour prices will remain high for a considerable time. Even an eight cents drop in wheat, say some merchants, would not affect the price of flour. Winter wheat shows increase of price this week, the reason being scarcity, and the effect of the Manitoba report. Ontario winter wheat is very scarce and light in quality. It will go five bushels to a barrel this season instead of the accustomed four and a half.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 70	
Seconds patents	.....	8 20	
Strong bakers	.....	8 00	
Winter Wheat Flour—		Car	Small
		lots	lots
Fancy patents	.....	7 50	7 75
90 per cent. in wood	.....	6 75	7 00
90 per cent. in bags	.....	3 40	3 50

HUGE DEMAND FOR ALL MILL FEEDS.

FEEDS.—The demand for feeds continues absolutely unprecedented, and it is all Canadian. The millers are in a position to exact a large percentage of flour order to ensure a supply of feed, and the exaction is being made. But the prices of feeds are being held as low as possible considering demand and scarcity, and because of the far-spread

effect on milk, butter and cheese prices of a rise in the prices of feeds, the millers are not anxious to see the price go higher. No miller is to-day selling straight earloads of feed owing to the huge demand experienced.

Mill Feeds—	
Bran, per ton	26 00
Shorts	28 00
Special middlings	33 00
Feed flour	42 00
Feed oats, per bushel	0 62

Flour Market Remains Firm

Bakers' Demand Is a Big Factor—Think Little Likelihood of Decline—Ontario and Manitoba Both Very Strong.

Toronto—
FLOUR.—There is a very good domestic demand for flour. Manitoba though not actually higher are quoted firmly, and little expectancy is felt of any drop in prices. At track, bay ports, No. 1 Northern has declined a couple of cents during the week, and wheat generally has evinced a steadying tendency, though fundamentally the tone is quite strong. Flour is unaffected however. Credence is evidently placed in rumors of higher bread prices, and bakers are buying heavily. It is said that they held off for some time thinking that possibly high prices were not to be permanent. They seem satisfied on this point now however, and all millers report healthy business in this regard. It is figured that the vagaries of wheat are apt to be on the upward side and that last week's net decline of two points is nothing startling. There is a feeling on all hands of sureness with regard to flour levels. No suggestion is heard of immediate weakness. In Ontario winter wheat flour there is good buying. Pastry-makers have been in evidence and are stocking up feeling no diffidence on the ground of looking towards a decline. There have also been bought quantities for bread-making purposes. Export trade is quiet still, but this is made up for by domestic business.

Manitoba Wheat Flour—		Small	Car
		lots	lots
		per bbl. of 2 bags	
First patents	.....	8 80	8 60
Second patents	.....	8 30	8 10
Strong bakers	.....	8 10	7 90
Ontario winter wheat flour, 90 per cent.	.....	6 40	6 00

BARLEY HAS AGAIN ADVANCED—ROLLED OATS UP.

Toronto
CEREALS.—There has been further

strength displayed in both pot and pearl barley, with the result that the former is now \$3.60 and the latter \$4.80. There is a healthy demand, but it is rather the lack of supplies which makes for this strength. Rolled oats is up to \$3.12½, and it is thought it may go higher. There are two or three reasons for this. First, a return if colder weather has started people thinking more of breakfast foods again, which they drop in the summer, and demand at stores is heavy. Hence the trade seeks to stock up. Then again, the crops will not be up to much. Reports are that Manitoba and Alberta oats are so poor that only about ten per cent. is fit for milling. The rise in wheat values which culminated a week ago also had a sympathetic effect. The firmness in the corn market keeps corn meal high and firm. There is a report that corn in some of the States has shown a tendency to re-sprout, which is not a healthy sign. Crop, it is thought, will be poor.

Barley, pearl, 98 lbs.	4 50	4 75
Barley, pot, 98 lbs.	3 60	3 60
Buckwheat grits, 98 lbs.	4 60	4 60
Corn flour, 98 lbs.	3 00	3 25
Gorrie meal, yellow, 98 lbs.	2 95	2 95
Graham flour, 98 lbs.	4 05	4 15
Hominy, granulated, 98 lbs.	3 00	3 00
Hominy, pearl, 98 lbs.	3 00	3 00
Oatmeal standard, 98 lbs.	3 40	3 40
Oatmeal, granulated, 98 lbs.	3 40	3 40
Peas, Canadian, boiling, bush.	3 00	3 00
Rolled oats, 90-lb. bags	3 12½	3 12½
Rolled wheat, 100-lb. bbls.	3 50	3 50
Rye flour, 98 lbs.	3 20	3 20
Whole wheat flour, 98 lbs.	3 90	4 15
Wheatlets, 98 lbs.	4 20	4 40

FARMERS SHORT OF FEED—HENCE PRICES FIRM

Toronto
FEEDS.—While there has been no upward trend this last week, all levels remain exceedingly firm. Thus the cereal market is reacting on the feed market. Barley and oats crops are poor, and farmers find themselves in the market for bran and shorts. The feed market has not been well supplied either. Mills have not been running full tilt, and thus the enhanced demand comes at a time when stocks are light. Consequently all lines are strong. Choice middlings are now quoted at \$32. General middlings in quotation list below are given as \$30 to \$32. There is some disparity in quoting, but none are lower, at any rate, than \$30.

Mill Feeds—		per ton	
Bran	26 00	28 00	
Shorts	28 00	30 00	
Special middlings	30 00	32 00	
Feed flour, per bag	37 00	45 00	
Oats—			
No. 3, Ontario, outside points	6 55	0 56	

(Continued on page 37.)

AUTUMN BAKING CALLS FOR GOOD, RELIABLE FLOURS



Rainbow Flour for Bread Baking

is made from the best wheat produced by Canada's Golden West. Our scientific manufacturing process brings out all the most nutritious qualities of the wheat, hence Rainbow Flour is a prime favorite with the Canadian housewife.

Gold Seal Flour for Pastry Baking

combines all the essential qualities of a perfect pastry flour. A stock of Gold Seal displayed on your sales counter will attract the attention of the housewife who knows.

How about your order for Autumn Selling?



Canadian Cereal & Flour Mills Co., Ltd.
Toronto Canada



FISH AND OYSTERS



Lobsters Go Up To Record Price

Larger Demand for Fish Foods Anticipated Owing to Religious Fast Days

Montreal

FISH AND OYSTERS.—A large demand is expected for fish this week owing to the arrival of the Fall Ember Days (Wednesday, Friday and Saturday). Towards the end of the week large quantities of fish will undoubtedly be consumed. Supplies taken altogether are not very plentiful, and prices in general are in sympathy with this condition. Fish prices, in line with prices of every other food product, show a tendency to stiffen. Of the sea varieties, halibut and salmon have advanced a little. Lake fish, which were reported to be plentiful and at low prices last week, are not in such plentiful supply as had been expected. Lake trout are on the scarce side. Recent storms have made the fishing poor. Lobsters have advanced, and are now selling at the highest level of the season, 45c to 50c per lb. A few inquiries have been coming in for pickled, prepared, and salt fish, but holders of stock are not very anxious to sell at present prices, expecting a rise to take place in time. Salmon and trout are offered, but at about 20 to 25 per cent. higher than this time last year. A few oysters in bulk and in the shell are finding sales at normal prices.

SMOKED FISH

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, per bundle of 5 boxes.....	0 70
Smoked boneless herring, 10-lb. box	1 30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 45	0 50
Prawns, Imperial gal.	2 25	
Shrimps, Imperial gal.	2 25	
Scallops	2 00	

FRESH SEA FISH

Halibut	14
Haddock, fancy, express, lb.	7
Mackerel, per lb.	15
Steak, cod, fancy, express, lb.	18
Flounders	6
Flounders, New York	9
Salmon, Western	16
Salmon, Gaspe	20

FRESH LAKE FISH

Carp, lb.	0 10
Pike, lb.	0 09
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	0 08
Herrings, each	0 03
Herrings, lb.	0 13
Lake trout	0 08
Eels, lb.	0 13
Dore	0 25
Brook trout	0 15
Swordfish	0 12
Smelts	

Oysters—

Selected, gal.	1 50	2 00
Ordinary, gal.	1 50	
Malpeque shell oysters, per bbl.	12 00	
Cape Cod shell oysters, per bbl.	12 00	

MANY ADVANCES IN SEA AND LAKE.

Toronto—

FISII.—It looks as though prices for all kinds of fish were to be high this winter. "Fish is lining up" said one fish man, "with everything else, determined to boost the high cost of living." It now becomes evident that there will certainly be a general scarcity of western products. There has been a dearth of labor out at the Coast. Enlistment has taken many. Also the strike of fishermen was at the very worst time, and the production neglected then can not be made up, it is thought. This is particularly the case with halibut which, it is predicted, will be high this winter. It is now up to 14 and 14½ cents. Haddock is again higher, at 8 cents, with heavy demand. Steak cod is quoted as high as ten cents though some houses are still selling for 9c. Some shipments of lobster are due in this week, and price is figured at 50 cents. This is a nickel higher than recent quoting. Whitefish is very scarce and higher at 16 cents.

SMOKED FISH.

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	0 50
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.

Halibut	14-14½
Haddock, fancy, express, lb.	0 08
Steak, cod, fancy, express, lb.	0 10
Flounders	0 07
Flounders, New York	0 06
Salmon, Western	0 16

FRESH LAKE FISH

Pike, lb.	0 08
Whitefish, lb.	0 16
Herrings, lb.	0 07
Lake trout	0 12

FISH SCARCE AND HIGHER.

Winnipeg—

FISH AND POULTRY.—There has been an advance in halibut at the Coast, and local dealers are now asking 12c from the grocer. Fresh steak cod is now 12½c, and is hard to get. Frozen whitefish is bringing 9½c, and fresh 10c; the supply is good. Plenty of lake trout coming in now, and pickerel is more plentiful at 10c. Smoked gold eyes are also coming in well, and are bringing 10c; they are not likely to be lower. Poultry is more plentiful; fowl brings 21-22c, and roasting chickens, 28c.

Fish—

Fresh salmon	0 16
Fresh halibut	0 12
Steak, cod, per lb.	0 12½
Lake Winnipeg whitefish	0 10½
Frozen whitefish	0 09½
Fresh flannan haddock	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12

Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickarel, lb.	0 10
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 21
Roasting chickens, lb.	0 28

THE BREAD PRICE PROBLEM.

Toronto, September 20.—A special meeting of Toronto Grocers' was held in the R. M. A. Rooms last night to discuss the profits to the retail dealer on bread. Chairman, F. C. Higgins presided. A large number of grocers were present, and from their enthusiasm in the discussion showed that they were very much interested in the question of profit on bread.

The point discussed was this—Bread now costs the grocer 14c for a large loaf, the bakers are selling it to the consumer at 16 cents the large loaf which means that the grocers have to do the same. This makes 2c profit on 16c, or a little more than 12 per cent. gross margin. Not long ago they sold bread for 10c a large loaf, which cost them 8c. Thus, they are only making the same number of cents profit, although their outlay is almost double.

Several suggestions were made as to how to meet this condition of affairs. While the grocers generally feel that the increased price of flour warrants the baker getting more money for his bread, yet they did not appreciate their profit being cut down so low.

It was suggested that a committee be appointed to wait on the bakers to discuss the entire problem. This was eventually decided upon, and a committee consisting of Neil Carmichael, Donald Nicolson, F. C. Higgins and Donald McLean, was appointed in this connection.

R.M.A. BOARD MEETS.

A meeting of the Provincial Board of the Retail Merchants' Association, Ontario Branch, was held in the R.M.A. Rooms, Toronto, on Tuesday evening last, to discuss the welfare of the Association, and additional service to its members. The same point was discussed with Association officials from other Provinces, including Manitoba and Quebec. Horace Chevrier, and J. A. Beaudry, of Winnipeg, and Montreal, respectively, were present. It will likely be that the conclusions arrived at will be presented to the Association in the near future.

To Keep Up Provision Sales in High Price Days

Hints From the Experience of a Provision Department Which Has Quadrupled Its Business and More During the Period of Increasing Cost of Living.

HOW to maintain, encourage, meet and increase the public demand for provisions in the midst of a condition of steadily rising prices for articles of everyday consumption is a problem before the properly enterprising provision merchant of Canada to-day. The fact that the continual story of increase in price eternally reiterated across the counter has a depressing effect on the customer, and tends eventually to drive away instead of encouraging business is admitted by every merchant, wholesale or retail, but most particularly does this fact impress itself on the retailer. Some goods the public must have, and will buy even at enhanced prices, doing without some other things to meet the increased cost of their requirements. These goods are the staples upon which at best the retailer seldom makes any very useful profit. In fact some staples barely pay for their handling even at the higher than usual prices of to-day. It is only by doing this service to the public on a large and on an increasing scale that a provision merchant can see his business satisfactorily presented on the right side of the ledger. Nevertheless the opinion of the customer is always inclining towards the idea that increased prices of goods mean increased profits for the retailer of those goods, and it is becoming to-day something of a fine art for the provision merchant to present his case in such manner to the public that customers will maintain their confidence in his efforts to meet their demands in the most reasonable manner possible as regards price, and keep on being satisfied customers, giving to their friends the good word for the store which brings bigger business even in times of high cost of living.

In conversation with the manager of one of Montreal's biggest provision departments, that of Goodwin's, a provision department which has in the past four years far more than quadrupled its business, and which is at the present time steadily increasing still, in spite of higher prices all round, some ideas on the subject of making a provision business popular in spite of rising cost of living were gained by CANADIAN GROCER.

It takes a few minutes to realize the extent of the provision department of Goodwin's, but a tour of its floor space soon reveals to the visitor that this department is designed to handle a very large business. A peep behind the scenes very soon also reveals the fact that the space occupied is none too large

for the volume of business being handled, and the impression gained on the busy days of the week, Friday and Saturday, is one of immense activity.

First of all, however, there is paramountly the impression of scrupulous cleanliness, neatness, and daintiness of goods and the manner in which they are served. Herein lies one of the great secrets of keeping the demand up, and customers in the satisfied "coming-again-for-more" frame of mind, which makes business grow. For while price rules markets of many kinds, the provision market is less ruled perhaps by price in the public mind than by quality and cleanliness. People do not always want to buy the cheapest goods offered in the provision market. More and more in these days of higher prices, as a matter of fact, people are inclining to demand qualities worthy of the higher prices asked, and service in keeping with the better-priced business they bring. To fear a competitor who is endeavoring to stampede the public into buying inferior goods at cheaper prices is not wisdom. That business will not prove staying business. Customers do not come back eager-handed for more of any inferior goods, even if they are offered at cheap prices in the day of increased cost of living. That at least has been the experience of many leading men in the provision supply business. That has been the experience of Goodwin's. Nevertheless there is no use charging only the top price for provisions, however, appetizingly served, and however perfect in quality, and then expecting to capture large and increasing business. It is necessary, of course, to sell the best, in the best way, and at the most moderate prices in keeping with the service given, in order to retain and increase business. Behind that, of course, are the big principles and the little "wrinkles" of the great business of buying, and the art of buying is, of course, rather different from that of selling, with which this article is chiefly concerned.

In making sales so as to retain customers, and to bring more of them to your store, one great principle is outstanding. That principle is simply this: Take care of your regular customers first, last and all the time. This may seem to be a strange way to induce new business, but it is a sure way and a strong way all the same. The good word of a satisfied customer is the best advertisement your store can have. One satisfied customer brings others not in single spies, but in battalions. Naturally

you look after new customers as they come in. Before long they are your regular customers, and as such entitled to first consideration. But beware of letting your concern for new business interfere with care of older trade.

In taking care of customers, delivery is fully as important as service across the counter, probably even more so. See that your delivery system is swift, prompt, and reliable. This is a branch that requires scrupulous supervision, and the provision merchant who can find time to give personal attention to the affairs of his delivery department will never find the time wasted. Remember how a customer must feel if supplied at the last moment with something unsatisfactory when far away from the store which could set it right.

The matter of display is very important in times of high prices. The methods used in Goodwin's provision department are interesting. The system here is one of departments within departments. For instance, there is a special sauce department, a department for canned provisions, a department for jellied meats, for pork products, for all the various lines. By this method the customer passes from memory refresher to memory refresher in making the round of the whole provision department, and does her shopping with infinitely more ease than when confronted by the whole stock, more or less, all before her eyes at once. Even the smallest provision store can devote segregated spaces to specialized departments in this manner, and the effect will be found stimulating to business in all branches. One thing Goodwin's do not do in this line—that is, in connection with staples such as soap or sugar, etc. Goodwin's do not display staples which take up space, and possess no special appeal to customers who will order them in any case because they are staples which cannot be done without.

It pays a provision merchant to have several lines of his very own; but they must be of such quality that he can be proud of them, both as regards price and quality. Mere personal knowledge counts for buying wholesale, and for supplying the customer with qualities to please, and which customers will recommend. It pays particularly in times like the present, to let the people know that you know how to give your customers value and quality in your special lines. Cultivate the confidence of your customers at all times, and never betray it by reducing quality of your own lines.



PRODUCE AND PROVISIONS



Lard Advances as Hogs Keep High

Half a Cent Per Lb. is Rise Recorded for the Week in Provision Market

Montreal—

PROVISIONS.—Owing to the continued high prices of live hogs, the market for pork products remains steady, but the demand for all lines continues good. The market for shortening has advanced half a cent. per lb. owing to higher prices of oil. Supplies of poultry continue very heavy; in some cases dealers have reported that they were swamped with poultry last week. But the Jewish holidays will be on in a few days, and with these there should be a large demand for live poultry, particularly for fat fowls. An urgent demand of the market now is for properly fattened fowls, and farmers are being asked continually to crate feed their fowls, and not bring scrawny, scraggy birds to market, as these prove absolutely unsaleable.

Hams—		
Light, epr lb.	0 25	0 25½
Medium, per lb.	0 25	0 25½
Large, per lb.	0 23	0 23½
Backs—		
Plain 0 25	0 26	
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 37
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders, o. roast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails, 20 lbs., per lb.	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14½
Tubs, 50 lbs.	0 15½	0 15½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hogs—		
Dressed, abattoir killed	17 50	
Live, fed and watered	11 65	11 75
Live, off cars	11 90	12 00
Live, f.o.b.	11 30	11 40
Fowl—		
Chickens, milk-fed, crate fattened, lb.	0 18	
Live fowls	0 12	0 16
Old roosters	0 12	0 16
Broilers	0 15	0 16
Roasting chickens	0 17	0 16
Live ducks, old	0 11	
Young ducks	0 13	
Squabs, live per pair	0 25	
Pigeons, live, per pair	0 25	
Rabbits, per pair	0 25	
Turkeys (old toms, dressed), lb.	0 23	

Butter Firmer; Eggs Up Again

Farmers Increasing Production But Demand Keeps Steadily Increasing Also.

Montreal—

BUTTER AND EGGS.—Receipts of

butter in Montreal during the past week were 24,745 boxes, which is an increase over the quantity last week, and also over the quantity for the same period last year, showing that the farmers are lending every effort to increase production on account of the extremely high prices offering. Butter sales at Cowansville were steady at 36½¢, and at St. Hyacinthe 35½¢. A considerable quantity of butter is being held in storage at Montreal, but if reports are true, a large proportion of this is already sold for export for shipment between now and the close of navigation, so that it is hinted that the quantity of butter available for local trade will be very much less than at this time last year in spite of heavier production. Egg receipts in Montreal during the past week were 14,477 cases. This figure not only includes eggs for local consumption, but also eggs which are now being shipped for export. Local consumption is good, particularly for new-laid. There is also some export inquiry, but very few sales are being made, as most dealers have already disposed of their surplus eggs for fall shipment. Cheese receipts in Montreal for the past week were 77,085 boxes, which is practically the same as for the previous week. Country buying prices have been rather irregular, ranging from 20c to 20¾c. Export demand is quiet, as high prices seem to have cut off inquiry somewhat. Local trade for cheese is very good, and prices are unchanged.

Eggs—		
New laid, cartons	0 40	0 45
New laid, ex-cartons	0 40	0 42
Extras	0 36	0 38
Butter—		
No. 1	0 33	0 34
Creamery, prints	0 37½	0 38½
Creamery, solids	0 37	0 38
Dairy prints, choice, lb.	0 28	0 30
Dairy prints, lbs., in tubs	0 30	0 31
Finest, 56-lb. box	0 35½	
Pasteurized, 56-lb. box	0 35½	
No. 2, 56-lb. box	0 35½	

GOOD OFFERING OF NEW SEASON HONEY

Montreal—

HONEY.—Offerings of both clover and buckwheat honey are large particularly in regard to clover honey. In some districts buckwheat honey has been practically a failure, whereas in other districts the crop is a very full one. Following are wholesale selling prices.

Honey—		
White clover, in tins, per lb.	0 10	0 11
Buckwheat, per lb.	0 08	0 09
White clover, in comb	0 14	0 15
Brown clover, in comb	0 10	0 11

Live Hogs Are Up Once More

Dressed Hogs Also Firmer and Slightly Higher—Edge Off Export Demand.

Toronto—

PROVISIONS.—A complex situation exists in the hog market. No one seems able to explain just why hogs are higher in price, but higher in price they are. Dressed are now up to \$18, and all live are higher by varying amounts. Fed and watered are as high as \$12.60. Off cars they sell at \$12.75 and \$12.85 and f.o.b. \$11.60. A firmness exists which is not easy to understand. Export situation is weaker, since the edge is off old country demand. All meats are firmer. There has been a decidedly better demand for bacons, with the coming of the cold weather again. Compound lard is higher by half a cent.

Hams—		
Light, per lb.	0 25	0 25½
Medium, per lb.	0 25	0 25½
Large, per lb.	0 23	0 23½
Backs—		
Plain 0 25	0 26	
Boneless, per lb.	0 27	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 37
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders, roast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails, 20 lbs., per lb.	0 17½	0 18
Bricks, 1 lb., per lb.	0 18	0 18½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14½	0 14
Tubs, 50 lbs.	0 14	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hogs—		
Dressed, abattoir killed	18 00	
Live, fed and watered	12 50	12 60
Live, off cars	12 75	12 85
Live, f.o.b.	11 60	

BUTTER PRICES ARE CLIMBING UP AGAIN

Toronto—

BUTTER.—There has been a shortening of the range of prices of creamery butter, which is tantamount to a rise in price. Creamery prints are now worth 37 to 38 cents, whereas last week's quotation was 35 to 38. The big demand for cheese is alleged as the reason. "It would be no surprise to us" agreed two or three butter men, "to see much higher prices in butter." Cold weather, responsible for the upward movement in many commodities, has touched butter the same way, and there is a distinctly good demand this week. Make is aver-

age. Farmers' wives know when they are well off, and figure that cream heading for the cheese vat is less trouble than when it has to be turned into butter. Dairy prints also took a spurt, and price recorded at writing is a full cent up from last week's level, and firm at that.

Creamery, prints	0 27	0 38
Creamery, solids	0 35	0 36
Dairy prints, choice, lb.	0 30	0 32
Dairy prints, lb.	0 27	0 29
Bakers	0 26	0 27

CHEESE PRICES ARE A TRIFLE EASIER.

Toronto—
CHEESE.—There has been a slight easing up in the price of cheese during the week, though no perceptible lower movement in prices for the trade. Boards everywhere show a trifling decline. Export buying has slackened a little; not much, but some, and this is said to be responsible for such easiness as appears. Domestic demand is fair to middling. Old cheese is practically done with. New twins are now 21¼ to 22¼.

Cheese—		
Cheese, large, per lb.	0 21	0 22
New, twins, per lb.	0 21¼	0 22¼
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22¼	
Sept., triplets, per lb.	0 23	

NEW-LAIDS VERY SLOW STORAGE ARE SELLING

Toronto—
EGGS—Storage eggs have come out of hiding this week. Their being used so early is somewhat unusual. It is generally a couple of weeks or more later than this. No. 1 storage sell for 34 to 35 cents, and there is a big demand. The cold weather has created an excellent demand for eggs; hence this resort to storage. Cold weather, too, has made it possible to bring them out. New-laid are exceedingly short in supply. Very few are getting to Front Street, and the market is 'way up. In cartons, 40 and 42 cents is easily gotten, and ex-cartons, 38 to 40. It was thought recently that the hens moulting might be a reason for the shortage. If this was so, there is little chance of them speeding up their efforts now that the cold weather is upon them. Demand is healthy enough, but it is thought we shall see very high prices indeed for eggs this winter.

Eggs—		
New laids, ex-cartons	0 28	0 40
No. 1 storage, ex-cartons	0 34	0 35
New laids, cartons	0 40	0 42

DEMAND FOR POULTRY PUTS PRICES UP

Toronto
POULTRY—Spring broilers took a forward step this week, and price is now up a cent from last quoting, i.e., 19 to 20 cents. This is for live. Old fowl is also slightly higher, and range of prices tighter. There has been a better demand for live poultry, which, coupled with slight supplies, speaking comparatively,

has created firmness. Dressed stuff has also started to move again, and in most cases, prices are slightly ahead of recent quoting.

	Live.	Dressed.
Spring broilers, ½ to 2 lbs.	0 19-0 20	0 26-0 28
Old fowl	0 15-0 16	0 18-0 20
Ducks, old	0 11	0 14
Ducks, young	0 13	0 18-0 20
Turkeys, old Toms	0 20	0 25

COMB HONEY IS SOMEWHAT LOWER AGAIN

Toronto—
HONEY—The only change made in honey prices this week applies to comb No. 1; a dozen now sells for \$2.40 to \$2.75, a decrease upon recent prices. No. 2 is unchanged. Commission men are finding good business in clover, and supplies thus far are sufficiently light to ensure fairly firm prices. As stocks get heavier, unless demand keeps pace, there may be some easing off, though none is really predicted.

Honey—		
Clover, 5 and 10-lb. tins	0 11½	0 12
50-lb. tins	0 11	0 11½
Comb, No. 1, doz.	2 40	2 75

Winnipeg
PRODUCE AND PROVISIONS.—The price of hogs last week did not change materially, ranging from 11.50 to 11.85. Receipts were very light, and hardly supplied the local demand. Butter continued to advance on all grades, quotations to-day being: No. 1 creamery, 36c; No. 2, 34c; best dairy, 29-30c; No. 2 dairy, 28c. The egg market is very firm, and higher levels are looked for. Cheese has also firmed up in sympathy with butter, and quotations locally are 22-22½c for Ontario.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 26	0 27½
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light		0 16½
Cooked Meats—		
Hams, boiled, per lb.	0 32½	0 33
Shoulders, boiled, per lb.	0 24	0 25
Roast hams, lb.	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.		34 00
Lard, Pure—		
Tierces		0 16
Pails		3 32¼
Cases, 10s		10 05
Cases, 5s		10 13
Cases, 3s		10 20
Cartons		0 17½
Lard, Compound—		
Tierces		0 13½
Tubs, 50s, net		6 74
Pails, 20s, net		2 80
Butter—		
Fresh made creamery, No. 1 cartons.	0 36	
Creamery, No. 2	0 34	
Best dairy	0 29	0 30
Regular dairy, in tubs	0 28	
Cooking	0 26	
Fresh Eggs—		
Extras, in cartons	0 34	
No. 1's, cases	0 29	
Cheese—		
Ontario, large	0 22	
Ontario, twins	0 22½	

Sarnia, Ont.—Fire broke out in the canning factory here, Sept. 14, about 11 o'clock p.m., burning the factory and storehouse, and spreading to the lumber yards, where the planing mill and several piles of lumber were destroyed. Several houses caught fire, but were extinguished before much damage was done. The aggregate loss is \$30,000.

FLOUR AND CEREAL.

(Continued from page 32)

Winnipeg

FLOUR AND CEREALS.—First patents stand at \$8.30. The wheat market has been fluctuating slightly, with a downward tendency, no doubt due to the delivery of new wheat in the country. Deliveries of wheat would have been in greater volume if weather conditions had been more favorable. There is a feeling that wheat prices will fall off as soon as wheat deliveries increase. Rolled oats are steady at \$2.60, with the demand considerably in excess of supply for bulk stuff. Millers are still experiencing difficulty getting good milling oats. Package oats are firm at \$3.90, with a good demand. Corn is still tending up. Feeds are in big demand, and there is every indication of advances. To-day's prices are: Bran, \$23; shorts and middlings, \$25, and mixed chop, \$36.

Flour—		
Best patents	8 30	
Bakers	7 80	
Cleats	7 10	
XXXX	6 10	
Cereals—		
Roller oats, 80 lbs.	2 60	
Roller oats, pkgs., family size	3 90	
Oatmeal, standard and gran., 98 lbs.	3 10	
Cornmeal, 98 lbs.	3 00	
Feeds—		
Bran, er ton	23 00	
Shorts, ton	25 00	
Middlings, ton	25 00	
Mixed chop, ton	36 00	

A. Cane, grocer, 160 Wortley Road, London, Ont., has sold to John Diprose. Mr. Diprose was formerly in the grocery business in London, having three stores, but disposed of them a few years ago. He was at one time president of the London Retail Grocers' Association.

BREAKFAST FOOD

I've eaten almost everything that stomachs can digest,
I've tested all the breakfast foods to see which one is best;
I eat them many times a day, and several times at night,
But none of these can half appease my growing appetite.

Cracked Milk and Shredded Autumn Wind, Raw Corn, and Cotton Slaw, Professor Simple's Sawdust Paste, and Cream of Buckwheat Straw; And Pre-Digested Cactus Leaves, and Powdered Cotton Balls.
Inflated Grit, U-Needa-Brick, and Toasted Auger Holes.

And many other kinds I've tried, and all are very fine.
But none have seemed to overcome that appetite of mine;
And though I've eaten half a car of Shredded Force to-day,
I'm hungry now, and feel a if I-needa-Bala-Hay.

—Cicero (Ill.) News.



Brunswick Brand will boost your canned sea food sales

You know by experience, of course, that the amount of business you do along any particular line depends entirely on the quality of the goods. That is the very reason why it is to your interest to sell the popular

Brunswick Brand Sea Foods

These delectable, wholesome sea foods make a positive appeal to the most fastidious tastes. The extreme care exercised in selecting, processing and packing is a positive guarantee of "come-back" sales and satisfied customers.

Just try out the selling merits of these Canadian sea foods. Send for a trial supply to-day and note the result of a window display.

Here's the Brunswick Brand list:

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Connors Bros., Ltd.

Black's Harbor, N.B.



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight	
10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case,	
weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case,	
weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case,	
weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case,	
weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case,	
weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case,	
weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case,	
weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top
	Glass Jars
	16 oz. glass
	2 doz. case
	Per Doz.
Apricot	\$2 45
Assorted	2 25
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	\$ 1 20
½ Pts., Red Seal, screw	
tops	1 00
½ Pts., Red Seal, crown	
tops	1 00
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 45
Qts., Red Seal	1 85
Qts., Lynn Valley	1 85

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 67½
1's Baked Beans, Plain, 4 doz. to case	0 82½
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 85
1's Baked Beans, Chili Sauce, 4 doz. to case	0 85
2's Baked Beans, Plain, tall, 2 doz. to case	1 35
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 40
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 40

Family, Plain, \$1.40 doz.; Family,
Tomato Sauce, \$1.45 doz.; Fam-
ily, Chili Sauce, \$1.45 doz.; 3's,
Plain, Flats, Aylmer only, \$1.70
doz.; 3's, Tomato Sauce, Flats,
Aylmer only, \$1.75 doz.; 3's,
Chili Sauce, Flats, Aylmer only,
\$1.75 doz.; 3's, Plain, Tall, \$1.95
doz.; 3's, Tomato Sauce, \$2
doz.; 3's, Chili Sauce, \$2 doz.
The above 2 doz. to case, 10's,
½ doz. per case, for hotel and
restaurant use (gals.), \$5.75
doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 20
12 oz. Glass, Screw Top, 2 doz. in case	1 45
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	3 15
4's Tin, 12 pails in crate, per pail	0 53
5's Tin, 8 pails in crate, per pail	0 66
7's Tin or Wood, 6 pails in crate	0 87
14's Tin or Wood, 4 pails in crate, per lb.	0 12
30's Tin or Wood, one pail only, per lb.	0 12

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case.

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-ris- ing), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 dozen 15c packages	2 10
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa— Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate) Supreme chocolate, ½'s, 12- lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

ROYAL BAKING POWDER

ABSOLUTELY PURE

Advertising that has encircled the globe for generations has taught women everywhere that ROYAL BAKING POWDER is absolutely pure.

Wherever there is a grocery store there are also many women who will buy ROYAL BAKING POWDER more often and use it with more satisfaction than any other brand.

Contains No Alum



ROYAL BAKING POWDER CO.

NEW YORK



Why You Should Feature

KING GEORGE'S NAVY

**The Chew that tastes
"moreish"**

Just get the men folk acquainted with the good qualities of King George Navy Chewing Tobacco and you won't have any difficulty in keeping the demand going strong. Every chew of KING GEORGE'S has the "want more" taste, the sweet, palatable flavor that discriminating chewers look for. A trial supply and a window display will prove KING GEORGE'S popularity.



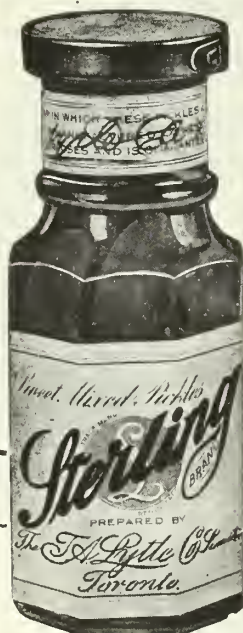
Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade

If any advertisement interests you, tear it out now and place with letters to be answered.

Include Sterling in your selling plans for Fall and Winter

Our well-known policy of selecting only the very purest ingredients in the manufacture of *Sterling Products* is still rigidly maintained and is winning still more admirers for these popular household favorites. Remember—when you sell your customers any Sterling line you are selling them the purest and the best obtainable in that line anywhere. Thus it is that Sterling Products always bring repeat sales to the dealer stocking them.



A trial order will demonstrate to you what dependable sellers they really are. Send it in today. Prompt, satisfactory service to our patrons.

T. A. Lytle & Co.
LIMITED
Sterling Road TORONTO

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.	
Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.	
Lambs' Tongues, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.	
Sliced Smoked Beef, tins, 1/2s, \$1.50; 1s, \$2.25; 1s, \$3.25.	
Sliced Smoked Beef, glass, 1/2s, \$1.50; 1/2s, \$2.25; 1s, \$3.25.	
Tongue, Ham and Veal Pate, 1/2s, \$1.50.	
Ham and Veal, 1/2s, \$1.20.	
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/2s, \$1.	
Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s, \$1.50.	
Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.50; 1 1/2s, \$9.50; 2s, \$13.	
Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.	
Mincedmeat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.	
In Pails, 25 lbs., 12c lb.	
In 50 lb. Tubs, 12c lb.	
In 85 lb. Tubs, 11 1/2c.	
In Glass, 1s, \$2.30.	
Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 17c.	
Clark's Peanut Butter—Pails 24 lbs., 17c per lb.	
Clark's Tomato Ketchup, 8 oz., \$1.25; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.	
Pork and Beans, Plain Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.	
Pork & Beans, Tomato So. Talls, 1s, 85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25; 12s, \$9; 3s, flat, \$1.75. Individuals, 70c doz.	
Pork and Beans, Chili, 1s, 85c; 2s, \$1.40; 3s, flat, \$1.75. Individuals, 70c doz.	
Tomato Sauce, 1 1/2s, \$1.15; Chili Sauce, 1 1/2s, \$1.15; Plain Sauce, 1 1/2s, \$1.15.	
Pork and Beans, 1 1/2. Chili Sauce, \$1.15 doz.	
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.40.	
Clark's Chateau Chicken Soup, \$1.10.	
Clark's Chateau Concentrated Soups, 95c.	
Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.	
Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30; 3s, \$2.35 doz.	
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.	
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.	

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOARD'S HEAD LARD COMPOUND TO RETAILERS.

Tierces	0 14 1/2
Pails	\$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.	
---	--

LAPORTE, MARTIN, LIMITEE

Montreal. Agences

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, 1ltre, cs.	5 30
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savoureuse, 50 btles, cs.	8 00
------------------------------	------

NATURAL MINERAL WATER

Evian, Source Cacbat, 50 btles, cs.	\$9 00
-------------------------------------	--------

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz., splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 30
Princess Blend, 50 and 30-lb. tins, lb.	0 30

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 25
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34 1/2
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEEN'S

	Per doz. tin.
D. S. F., 1/4-lb.	\$1 60
D. S. F., 1/2-lb.	2 90
D. S. F., 1-lb.	5 75
F. D., 1/4-lb.	0 90
	Per jar
Durham, 4-lb. jar	0 93
Durham, 1-lb. jar	0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	\$0 90
	List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

	5c	10c
Round Oval 1ltb.		
1ltb. dredge.		
dredge. 2 1/2 oz.		
Per doz. Per doz		

Allspice	\$0 45	\$0 90
Arrowroot, 4 oz. tins, 85c		
Cayenne	0 45	0 90
Celery salt		
Celery pepper		
Cinnamon	0 45	0 90
" whole, 5c.		
pkgs., window front, 45c		
Cloves	0 45	0 90
Cloves, whole, 5c.		
pkgs., window front, 45c		
Curry powder		
Ginger	0 45	0 90
Mace	1 25	
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.		
Paprika	0 45	
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c		
Shipping weight		
per case	10 lbs.	15 lbs.
Dozens to case	4	4

Ribbing up the Liberal Party

HUNDREDS of men whom you know and sell to are tremendously interested either as supporters or opponents in the future of the Liberal party—in its policies, politics, and leaders. And these hundreds of men—Conservatives and Liberals alike—will want to read Gadsby's "inside" story of what is going on behind the scenes in the ranks of Liberalism in Canada.

Gadsby is "next" to big men at Ottawa and elsewhere. His ear is to the ground all the time. He is a pungent writer with a most incisive style, and he fairly scintillates in his article in the October MACLEAN'S—"Ribbing Up the Liberal Party."

This article will be followed in the November issue by another "inside" story of doings and movements in the Conservative party. Read the first of the series in

MACLEAN'S MAGAZINE for October

Some Toronto Liberals are bent on pushing Mr. Rowell, leader of the Ontario Opposition, to the front—as Sir Wilfrid's successor. And Gadsby reveals a great deal else of sensational interest. You can "cash in" on his article in **MacLean's**.



THE Mission of MacLean's Magazine is to give the Canadian people a **Canadian** magazine of the highest type and interest and to promote the spirit and progress of Canadian Nationality. Your co-operation in these commendable objects of **MacLean's** publishers is solicited. We have all much to gain by putting Canada first in sentiment, business and affection.

Other Good Things in the October MacLean's

Is Permanent Peace Possible?—by Stephen Leacock (in the role of a professor of political economy). Frequently Leacock doffs the mantle of the humorist, and dons his academic gown and speaks with an earnest seriousness—as a student, teacher and deep thinker. In this article, *Is Permanent Peace Possible?* he writes to make men and women think.

The Presidential Situation in the U.S.A.—by Agnes C. Laut. Miss Laut says that the German-Americans will support Wilson rather than Hughes, and gives her reasons. This is quite a contrary view to that commonly held, for we all know that the Hyphenates were "sore" on Wilson a few months ago. What has changed them? Miss Laut tells.

The Man from Athabasca—by Robert W. Service. Another "At the Front" poem by this Kipling of Canada. The stirring tale in verse of an old Athabasca trapper who left the hunting grounds of the Far West to do his bit in France and Flanders. A fine thing, this poem, admirably illustrated.

Present Day Stage Favorites in London—tells of London's play-people who are entertaining the Canadian soldiers in London, at the camps and in the hospitals. Profusely illustrated.

Arthur Stringer and Arthur E. McFarlane continue their fine serials—*The Anatomy of Love*, and *Behind the Bolted Door?*

Robert J. C. Stead, a young Western poet of great promise, contributes verse entitled "In the Wheat."

"Janey Canuck," Canada's First Woman Magistrate—a sketch of Mrs. Arthur Murphy, and incidentally a story of a phase of the Woman's Movement in Western Canada.

Review of Reviews—The best thing from the best periodicals, condensed for busy readers. One of the most prized features of every issue of **MacLean's**.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



MIKADO

The best value in Rice being offered on Canadian markets today.

Fruit Season Now On

Note These Prices:

6 oz. Jelly Tumblers,	\$3.50	per gross		
8 oz. " "	3.75	" "		
8 oz. Table " "				
	Capp'd,	4.00	" "	
$\frac{1}{2}$ lb. Screw Top Jelly,	4.25	" "		
$\frac{3}{4}$ lb. " " "	4.25	" "		
1 lb. " " "	5.00	" "		

Cases Free F.O.B. Toronto

Wire Stools, - - \$1.50 each

Scoops—Solid Aluminum, for Grocers' and Confectioners' use.

Lyons & Marks

38 Yonge Street
Toronto

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS	
Laundry Starches—Boxes	Cents
40 lbs., Canada Laundry..	.06½
40 lbs., 1 lb. pkg., White Gloss .....	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons ....	.07½
100 lbs. Kegs, No. 1 White.	.07
200 lbs., bbls., No. 1 white	.07
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08½
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08½
100 lbs., kegs, Silver Gloss, large crystals .....	.07½
28 lbs., Benson's Satin, 1 lb. cartons, chormo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.12½
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06¾

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—Canada Laundry—Boxes about 40 lbs. ....		.06
Acme Gloss Starch—1-lb. cartons, boxes of 40 lbs. ....		.06¾
First Quality White Laundry—3-lb. canisters, cs. of 48 lbs. ....		.07¼
Barrels, 200 lbs. ....		.06¾
Kegs, 100 lbs. ....		.06¾
Lily White Gloss—1-lb. fancy carton cases 30 lbs. ....		.07¾
8 in case .....		.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...		.08¼
Kegs, extra large crystals, 100 lbs. ....		.07¼
Canadian Electric Starch—Boxes, containing 40 fancy pkgs., per case		3 00
Celluloid Starches—Boxes containing 45 cartons, per case		3 60
Culinary Starches—Challenge Prepared Corn—1-lb. pkts., boxes of 40 lbs. ....		.06½
Brantford Prepared Corn—1-lb. pkts., boxes of 40 lbs. ....		.07¾
"Crystal Maize" Corn Starch—1-lb. pkts., boxes of 40 lbs. ....		.07¾
(20-lb. boxes ¼c higher than 40's)		

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	\$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 } Packages Mixed	3 30
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs..	\$ 2 00
1 doz. in case	3 00
2 lb. tins, 2 doz. in case...	3 40
5 lb. tins, 1 doz. in case...	3 30
10 lb. tins, ½ doz. in case.	3 25
20 lb. tins, ¼ doz. in case.	3 25
Barrels, about 700 lbs....	.04¼
Half bbls., about 350 lbs..	.04¼
¼ bbls., about 175 lbs....	.04¾
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails; 38½ lbs.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case....	\$ 3 50
5 lb. tins, 1 doz. in case....	3 90
10 lb. tins, ½ doz. in case.	3 80
20 lb. tins, ¼ doz. in case.	3 75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4 80
Barrels, per 100 lbs.....	5 25
½ barrels, per 100 lbs.....	5 50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case....	\$4 05
5 lb. tins, 1 doz. in case....	4 75
10 lb. tins, ½ doz. in case...	4 45
20 lb. tins, ¼ doz. in case...	4 35
Delivered in Winnipeg in carload lots.	

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can.	\$ 4.75	\$ 3.75	\$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can ...	14.00	12.00	9.00

YUBA BRAND

2½ Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Plenic Can .....		.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins,; 1-lb. tins,; Robinson's patent groats, ½-lb. tins,; 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 85
Card Outfits, Black and Tan	2 25
Creams and White Cleanser	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1 20
--	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, Ss. butts 9 lbs.	\$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs. 0 46	
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 51	
Great West, pouches, 9c.....	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 88
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN PEACHES

ST. JOHNS and
EARLY CRAWFORDS
YELLOW FLESH
FREESTONES

FINE QUALITY

ARRIVING IN LIBERAL QUANTITIES
DAILY.

Send your orders
to

The House of Quality
HUGH WALKER & SON
GUELPH, ONTARIO Established 1861

Canadian Crawford Peaches

Now in Their Prime

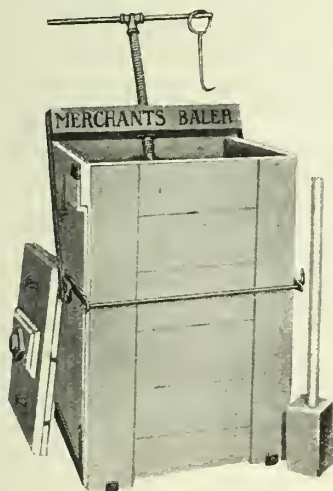
We are handling the entire output of the leading growers and can supply the trade with the best peaches coming to the market.

If interested in car lots
we can interest you.

WHITE & CO., LIMITED
Toronto

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.
OWEN SOUND, ONT.

Lemons

When all is said and done
—when all the hearsay and
gossip is over—in the final
analysis

St. Nicholas

is **THE** brand of Lemons
—the old Reliable brand
that makes you money and
gives you a sense of Pride
and Pleasure in the hand-
ling. Ask for

"St. Nicholas"

J. J. McCabe
Agent
TORONTO



This Book Will Help Trim Your Show Windows

"Show Window Backgrounds"

By GEO. J. COWAN

Vice-President of the Koester School of
Window Trimming

This is the most useful window trimming book ever published and sells at only \$1.70 postpaid; a price that makes it possible for every window trimmer and merchant to possess it.

Every background design is drawn in such a way that anyone can follow out the idea the same as a carpenter does his work from blue prints. Every detail is fully illustrated and fully described with complete text matter.

The first half of the book has the windows arranged in the order in which they should be installed, thus being a yearly window trimming program.

The following partial list of contents will give you a clear idea of what a valuable book this is:

New Year's Windows.	Period Decorations In
White Goods Windows.	backgrounds, showing
St. Valentine's Day Windows.	examples of
Spring Opening Windows.	<i>Greek, Moorish,</i>
Easter Windows.	<i>Roman, Italian,</i>
Summer Windows.	<i>Gothic, French,</i>
Horse Show Windows.	<i>German, Empire,</i>
Fall Opening Windows.	<i>Japanese, Colonial,</i>
Carnival Windows.	<i>Egyptian, Mission, etc.</i>
Hallowe'en Windows.	Sale Windows,
Thanksgiving Windows.	Bas Relief Backgrounds,
Christmas Windows.	Stencil Backgrounds,

and a great variety of general and special backgrounds, making up a total of over 150 background designs, with a great number of small detail drawings. Many of the drawings are in colors.

It has taken over ten years' continuous work to make the drawings in this book and over 25 years' experience in every phase of window trimming to equip the editor with the practical knowledge necessary to prepare a volume of this kind.

This book is 7 x 10 inches in size, strongly bound in de luxe silk cover with handsome art design. Over 250 pages and about 200 illustrations. Sent prepaid only on receipt at \$1.70.

The MacLean Publishing Company, Ltd.
143-153 University Avenue, Toronto

INDEX TO ADVERTISERS

A	M
Anchor Cap & Closure Corp. 6	MacKenzie & Morris .. 10
Anglo-Portuguese Sardine Co. 30	MacLure & Langley .. 10
B	MacNab, T. A., & Co. 10
Babbitts 12	Magor, Son & Co. 16
Baker Co., Walter 48	Malcolm Condensing Co. 16
Balfour-Smye & Co. 14	Mann, C. A. 10
Benedict, F. L. 48	McCabe, J. J. 45
Betts & Co. Inside back cover	McDonald, Chas. H., & Co. .. 10
Borden Milk Co. 3	Mennen Chemical Co., Ger-
Boyril, Ltd. Front cover	hard 13
Bowman & Co., J. 48	Millman, W. H., Sons 10
C	Minto Bros. 11
Cal. Associated Raisin Co. .. 40	Mount Royal Milling Co. 8
Campbell Bros. & Wilson... 2	Myers, Fred. L., & Son 10
Canadian Cereal & Flour	
Mills Co. 33	
Canadian Salt Co. 12	
Channell Chemical Co.	
Inside front cover	
Clark, Ltd., W. 7	
Cochran, J. N. 10	
Connors Bros. 38	
D	
Davis, S., & Sons, Ltd.	
Inside front cover	
Dominion Cannery 5	
Dominion Salt 9	
Duncan, John, & Co. 6	
E	
Eckardt, H. P., & Co. 39	
Eno, J. C., Ltd. Inside back cover	
Escott, W. H., & Co. 10	
Eureka Refrigerator Co. 14	
F	
Fearman, F. W., & Co. 40	
Freeman Co., W. A. 13	
Furnivall-New, Ltd. 14	
G	
Grant, C. H. 10	
H	
Hargreaves (Canada), Ltd. .. 9	
Heinz, J. J., Co. 9	
I	
Imperial Rice Milling Co. 44	
J	
Jenkins & Hardy 48	
L	
Lake of the Woods Milling	
Co. Back cover	
Laporte, Martin, Limitee 47	
Lemon Bros. 45	
Lyons & Marks 44	
Lytle, T. A. 42	
N	
National Cash Register Co. .. 4	
Niagara Pen. Pub. Assn. 40	
O	
Oakey & Sons, John 48	
P	
Patrick & Co., W. G. 1 and 10	
Pennock, H. P., Co., Ltd. .. 10	
Perry Co., The H. L. 10	
R	
Red Rose Tea Co. 15	
Rock City Tobacco Co. 41	
Royal Baking Powder Co. 41	
S	
Sloane, J. C. 13	
Spratts 9	
St. Lawrence Sugar Refineries 11	
Star Egg Carrier & Tray Mfg.	
Co. 8	
Stephenson, Blake & Co. 45	
T	
Toronto Salt Works 48	
Toronto Butchers' Supply Co.,	
Ltd. 48	
Trent Mfg. Co. 48	
W	
Walker, Hugh, & Son 45	
Washington, G., Coffee Sales	
Co. 10	
Watson & Truesdale 10	
Webb, Harry 10	
Wethey, J. H. 8	
White & Co. 45	
White, Fred J. 10	
Woods & Co., Walter 12	

Suits When Others Disappoint



“VICTORIA” COFFEE

The most democratic of all coffees because of its ability to please all sorts and conditions of men and women—who find satisfaction in its exquisite and particular flavour.

Why not get acquainted with it? It is so easy to do so, and it may mean so much more profits for you and greater service to your customers.

Just ask for a liberal sample; it will be sent to you free with all particulars.



Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West

MONTREAL

Our Service Department is always at your disposal for any information you may require on Coffee.



Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered
Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

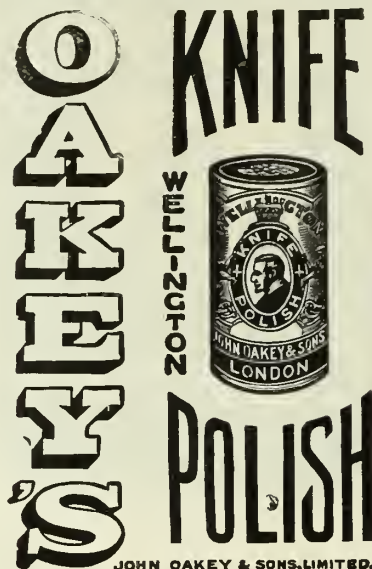
All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can.

Dorchester, Mass.



AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of
the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies, Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

We are now located in our new and
more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH
FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

United States Manufacturers

Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned.

Address in the first instance:

MANUFACTURER

c/o

CANADIAN GROCER
TORONTO

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

**Jenkins
& Hardy**

Assignees, Chartered
Accountants, Estate and
Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

Used right around the world—
Sold by grocers everywhere

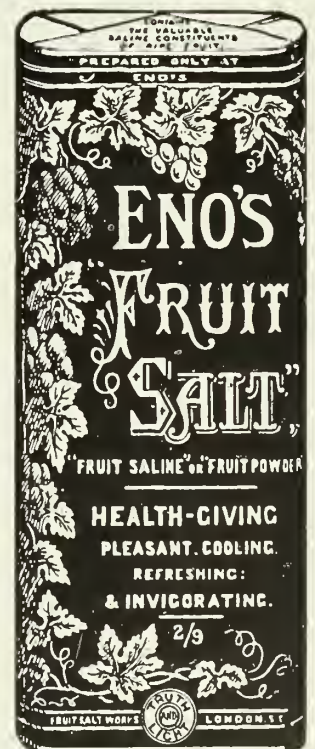
Every civilized country in the world knows Eno's "Fruit Salt" and its health-giving effects on the human system.

Even Alaska has had shipments from us. In cold or warm countries, summer or winter, all agree that Eno's is unbeatable and is never unseasonable. Grocers everywhere are making good profits selling this mild yet effective, invigorating aperient.

Stock up to-day—sell your customers
the original and only "Fruit Salt."

J. C. Eno, Limited, "Fruit Salt" Works
LONDON, ENGLAND

Agents for Canada: Harold F. Ritchie & Company, Limited
10-14 McCaul St., Toronto

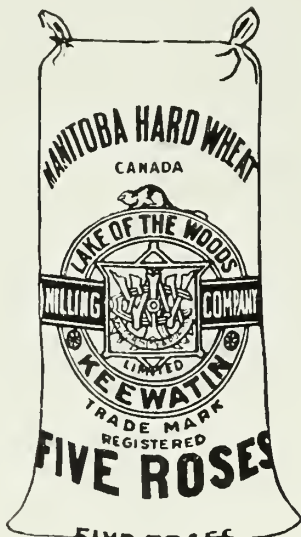


IN EVERY SECOND ENGLISH-SPEAKING HOME *in Canada, there is ONE FIVE ROSES Cook Book*

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIÈRE FIVE ROSES is even now exerting an ever-widening sales influence.



What would it be worth to YOU?

- right in the home of every possible retail flour buyer in YOUR district,
- to have a daily reminder of compelling interest, filled with useful daily suggestions,
- a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.

- a constant source of flour-consuming suggestions
- the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL "The House of Character" WINNIPEG

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 29th, 1916

No. 39



MADE IN CANADA

THE Ingersoll TRIO



MADE IN CANADA



Ingersoll Agents:

The Ingersoll Packing Co., Ltd.,
38 Colborne St.,
Toronto, Ont.
The Ingersoll Packing Co., Ltd.,
628-630 St. Paul St.,
Montreal, P.Q.
J. A. Wilson,
London, Ont.
Cyrus King,
McNab St.,
Hamilton, Ont.
W. F. Elliot, Esq.,
Symes Telfer Bldg.,
Fort William, Ont.
J. H. Trowbridge,
256 Albert St.,
Ottawa, Ont.

Jas. Craig,
Ontario Chambers No. 3,
Kingston, Ont.
Messrs. R. F. Cream & Co.,
Quebec, P.Q.
J. B. Renaud & Co.,
Quebec, P.Q.
N. G. Bray,
Shebrook, P.Q.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Mason & Hickey,
Box 794,
Regina, Sask.
Mason & Hickey,
Box 149,
Saskatoon, Sask.
Mason & Hickey,
Box 1287,
Edmonton, Alta.
Mason & Hickey,
215 10th Ave. West,
Calgary, Alta.

"SPREADS LIKE BUTTER"

Mason & Hickey,
408 Bank of Ottawa Bldg.,
Vancouver, B.C.
Angvine & McLaughlan,
St. John, N.B.
J. V. O'Dea & Co.,
St. John's, Nfld.
Angvine & McLaughlan,
Truro, N.S.

WE guarantee the quality and the sale of our different brands of cream cheese everywhere in Canada. This is a MONEY-BACK proposition. By never-varying quality and continuous publicity Ingersoll Cream Cheese has become a household word in Canada. The trade is therefore much safer in handling these best known brands of cream cheese products. To insure delivery of fresh stock we carry supplies at our local depots from coast to coast.

Manufactured and guaranteed by

The Ingersoll Packing Co., Limited
INGERSOLL, ONTARIO, CANADA

Serve Your Customers Right in "Riteshape"

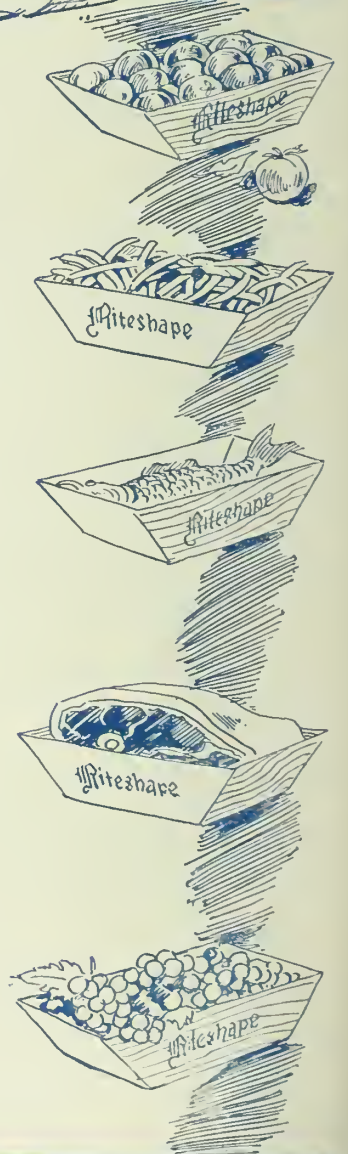


Sausage days are coming. Only one real sausage dish. That is the "Riteshape." Fill a ten pound "Riteshape" with sausage—set it on the counter for display. Fill smaller dishes with sausage—wrap them neatly in fancy wrapping paper. Then you are ready for the sausage trade. A pound of sausage in a "Riteshape" looks and sells better than sausage in any other package. Some dealers have bands printed with the name of the store or the name of the brand. They put these bands around the sausage packages. All chopped meats, all sliced meats, game, especially fowl should go out in "Riteshapes." Then they get there in the right shape.

Get "Riteshapes" from most Canada jobbers.

VICTORIA PAPER & TWINE COMPANY
MONTREAL Limited TORONTO

THE OVAL WOOD DISH CO., Manufacturers
DELTA, OHIO, U.S.A.



Peas-Imported-Peas

51-53 Wellington St., W.,
Toronto, September 28th, 1916.

Mr. High Class Grocer:—

Before the outbreak of the War our "PATRICK" Brand of Imported Peas was recognized as the highest quality pea, both in flavor and appearance, obtainable. These were grown in Belgium from selected English seed, packed under our own personal supervision.

Last year we obtained our supplies from Paris, they gave satisfaction. This year, owing to the very small pack in France and exceeding high prices, we could not cover our requirements. We have, however, succeeded and offer you High Grade

Italian Peas Packed French Style

which we can recommend at very reasonable figures.

Packed Extra Fine Quality	.....	23/24 sieve
" Fine	"	24/25 "
" Moyen No. 1	"	25/26 "
" Moyen No. 2	"	27 "

For Retailing from 15 to 25 cents per tin—leaving a good profit for you.

Write for prices and samples. We make this offer—subject to shipment being unsold.

Yours very truly,

W. G. PATRICK & CO., Limited.

P.S.—Drop in and see us when next in Toronto, we have the largest exclusive Fancy Grocery Display in Canada. It may pay you.

If any advertisement interests you, tear it out now and place with letters to be answered.

Prohibition

*What does it
mean to you?*

What does it mean to your business? Wide-awake grocers everywhere are adding to their profits by pushing the sales of

E. D. SMITH'S GRAPE JUICE

*—the common sense
temperance drink*



Every day of prohibition sees the demand for this palatable beverage steadily increasing. The delicious palatable Concord Flavor is fully conserved in the E. D. Smith product, hence the reason for its popularity is not far to seek.

It is obvious, too, that E. D. Smith's Grape Juice is the most economical, because its strength and purity is such that it requires dilution with water to make it palatable.

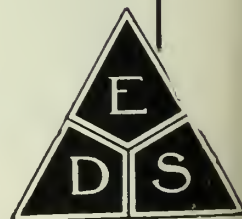
Why not get in line with the dealers who are handling and profiting by the E. D. Smith Line?

Every day that passes sees the demand growing. Stock up to-day.

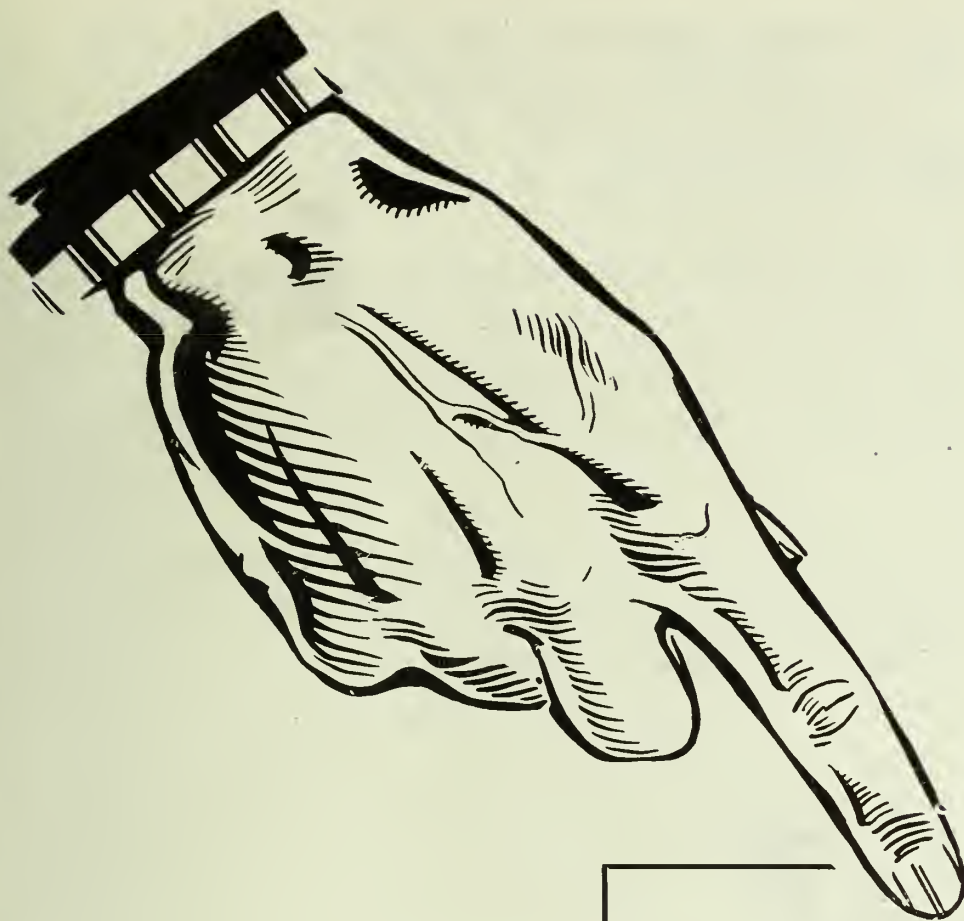
The Profits are Good

E. D. Smith and Son, Limited
WINONA, ONT.

AGENTS:—Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B. C.



If any advertisement interests you, tear it out now and place with letters to be answered.



PURITY *that brings sales*

is well worth investigating. Purity that has won and retained the confidence of three generations of discriminating housewives, purity that brings first customers back because of the splendid satisfaction it gives—that is the kind of purity embodied in every one of the

BORDEN MILK PRODUCTS

And because of this unimpeachable purity the Borden line has earned an ever-increasing and steady patronage for aggressive Grocers all over the Dominion.

Borden quality will do for you what it has done for others. You'll be working on a bed rock foundation of proven results when you start featuring the lines that please the "hard-to-please"—Borden's.

Put our claims to the test. Ask your wholesaler for a trial supply.



Borden Milk Co., Limited
"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

THE amount of profit to be secured through handling any particular product is regulated by the strength of the consumer demand.

SYSTEMATIC consumer advertising, backed up by its own incomparable goodness, has created a demand for Japan Tea to which you will find it profitable to cater.

IT pays to push advertised quality. Begin to-day to feature Japan Tea—the tea that pleases particular people.

*One of the ads. in
our consumer ad-
vertising cam-
paign.*

JAPAN TEA

Fresh from the land of
cherry-blossoms, packed and ex-
ported under the control of the
Japan Tea Growers Association
which guarantees its purity and
quality, Japan Tea reaches you in all its
unadulterated strength, delicacy of flavor
and delightful aroma.



The Japanese Government prohibits
addiction and coloring of Tea

ON SALE AT ALL
GROCERS

*Well advertised quality is back of
the big demand for Japan Tea.*

Three Beans Make 3c Profits Here's How to Do It

Open a can of Simcoe Beans
(Chili Sauce Flavor) into
a deep bowl, cover with a
glass plate, place a fork
on the plate.

Then—

When a customer enters
your store, place three
beans on a piece of cracker,
let the customer taste
them.



Plain, or with Tomato or
Chilli Sauce.

Results—

A sale of Simcoe Beans—
3c or more profits to you.
Try it; your customers
will appreciate the gift.

**DOMINION CANNERS
LIMITED**

HAMILTON

::

::

CANADA

THE SUMMIT



OF SUGAR MAKING

is reached in

"ROYAL ACADIA SUGAR"

"ROYAL" means something as applied here.

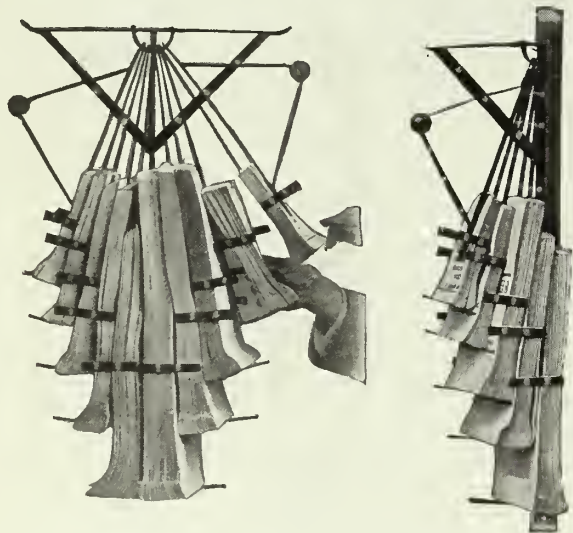
The **Raw Product** is "ROYAL" quality. Every Grain Pure Cane.

The **Refinery** and **Refining** are "ROYAL" both in equipment and method.

The **Result** is "ROYAL," crystalline sugar, the purest and the sweetest.

Why experiment in handling inferior sugars when "ROYAL ACADIA" costs no more, is the accepted standard and is bound to make friends for your business wherever sold?

The Acadia Sugar Refining Co., Halifax, Canada



"Perfect" \$3.00 each. "Junior" \$2.50 each.
f.o.b. Sterling, Ill.

The "Perfect" Bag Holder

Holds 1,000 Bags — ten sizes.

Only one delivered at a time.

NO WASTE

Best, Handsomest, Most Convenient.

EVAN L. REED MFG. CO., STERLING, ILL.

WASTE PAPER

NOW TURNED INTO

Cash Profit

AND

Time and Labor Saved

by hundreds of grocers
who use

THE "JEWEL" BALER

Complete with one bundle wire.

\$17.50 f.o.b. Hamilton (by 10 day draft)

WHY NOT YOU?

*Your initial expense of \$17.50 is
the only one.*

Let us send you particulars,
prices and market for waste paper.

GENERAL SALES CO., Distributors

203 STAIR BUILDING

TORONTO

CANADIAN



BRITISH



CLARK'S PORK and BEANS

are now as always the
leaders in

QUALITY

This is War Time

When you can get the
QUALITY at home, spend
your money to your own
and your country's advantage. Keep it circulating
in Canadian and British
channels.



W. CLARK, LTD.

MONTREAL



If any advertisement interests you, tear it out now and place with letters to be answered.

This Raisin is Working for You

Eight thousand raisin growers in California have taken hold of the raisin business. They have organized it for themselves, for you and for the consumer. They got tired of fluctuating products, fluctuating prices, and a fluctuating demand. They have organized the industry, centralized their forces, and lifted the raisin business out of the haphazard and accidental. They have eliminated the speculator and created a direct market through advertising.



SUN-MAID Raisins

The first year they spent \$160,000.00 in advertising. This year they are spending \$200,000.00. All this advertising is on one brand of raisins—the Sun-Maid Brand. The entire raisin business is bound to improve as the result of the publicity and the educational work being done by the Association. But you cannot expect to get the full benefit of it unless you identify yourself closely with the Sun-Maid Brand. Your jobber has it. Order it now from him. Get in touch with us and let us tell you how we can help.

THREE VARIETIES

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes) and cluster (on stem, not seeded).

Your Jobber Can Supply You

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers
FRESNO, CALIFORNIA

(288)

A handsome display- case and a perfect preserver

The scientific construction of every Arctic Refrigerator affords unusual facilities for the effective display of perishable goods while preserving them in the most absolute security. The Arctic system of dry cold air circulation eliminates possibility of loss through spoiled or tainted eatables. The name "Arctic" on your refrigerator is a guarantee of perfect satisfaction.



May we send you a copy of the Arctic Catalog? It describes Arctic refrigeration in detail and shows you the right model for your store. A post card request will bring it by return.

John Hillock & Co., Ltd.

Makers of High-Grade Refrigerators
TORONTO

Why You Should Feature

KING GEORGE'S NAVY

Repeat Tobacco Orders

are the rule when you begin selling the widely-known and popular "Chew"—**KING GEORGE NAVY**. A little display of King George will put a punch into your tobacco sales convincing you that, when the right brands are featured, your tobacco department creates big profits.

Introduce King George Navy by getting up a nice window display. Get sales started—the quality of the chew will bring the repeat orders.



Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade

If any advertisement interests you, tear it out now and place with letters to be answered.

**In your Locality
are many
Dogs and Cage Birds**

Your customers must have FOOD for them.
It is to your interest as well as that of your
customers and their pets, that you should
regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and
reliability. It will help you to keep old customers
and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

For Goodness sake

TRY

**GIPSY
Stove Gloss.**

Its' "Goodness" sells it.

Order from your Wholesaler.

**HARGREAVES (CANADA) LIMITED,
33, FRONT STREET, E. TORONTO.**

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg.
For British Columbia and Yukon: Creeden & Avory,
Rooms 5 and 6, Jones Block, 407 Hastings Street,
West Vancouver.

**Imperial Rice Milling
Co., Ltd.
VANCOUVER, B.C.**



**The best value in Rice being
offered on Canadian
markets today.**

New Profit for You

You can add a new source of profit to your
business by selling

Sani-Flush

Something every one of your customers living
in a home with plumbing equipment needs.



Magazines reaching nearly
all the better class homes
in Canada are making
your trade familiar with
this preparation. Nothing
else compares with it for
cleaning vitreous china
toilet bowls and keeping
them sanitary and odor-
less.

Your jobber can supply
you with **Sani-Flush**—you
make a liberal profit.

By writing us that you
have **Sani-Flush** for sale,
you get special selling
assistance.

**Harold F. Ritchie & Co., Ltd., Toronto
10-12-14 McCaul Street**

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

Eye-catching displays are an easy matter with Tartan Brand Lines

Our handsome Tartan labels will focus the attention of the most casual customer, making first sales easy, and Tartan Brand quality make repeat sales certain.

You cannot do better than select your stocks of Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, and Jelly Powder from the popular Tartan Brand lines.

We can supply you with a complete line of fancy groceries, foreign, and domestic. Prompt attention paid to mail orders.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

To-The-Trade:

Buyers and sellers of

Hay and Potatoes

Denault Grain and Provision
Co., Limited

SHERBROOKE, P.Q.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

We sell Wholesale and Retail Grocery and Hardware trade. Have five travellers. Want attractive line to push. Address Box 535, CANADIAN GROCER.

Geo. Adam & Co.

Grocery Brokers and
Commission Merchants

We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.

Chambers of Commerce, Winnipeg

Kindly Mention This Paper When Writing Advertisers.

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS LIMITED BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited Manufacturers Agents

Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

W. H. Millman & Sons

Wholesale Grocery Brokers

Some special low offer-
ings in new Japan Teas
now in transit.

Established 1859

GEO. STANWAY & CO.

29 Wellington St. East, - TORONTO
Agents for "Horseshoe," "Tiger" and
"Sunflower" Salmon. Fred. L. Myers &
Son, West Indian Products. Furuya
& Nisbimura, Japan Teas.

Washington's

COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

If you want the market on NEW BRUNSWICK POTATOES Wire or phone HARRY WEBB, TORONTO

We specialize on potatoes, have ware-
houses at all buying points in the
potato belt. Cars always loaded. New
Brunswick, Montreal, Toronto, waiting
orders.

IF you want a thoroughly ex-
perienced, reliable man to represent
you in the Toronto market for your
carload fruit or produce of any kind,
communicate with me, results assured.

Apples, Onions, Potatoes, Beans, Honey,
Poultry, Butter, Eggs, Cheese.

FRED J. WHITE

27-29 Wellington St. East
TORONTO ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and pro-
gressive manufacturers wanting live
representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg
We can make a success of your Agency.
Our STORAGE, DISTRIBUTING and
FORWARDING facilities are unexcel-
led.
Correspondence solicited.
"Always on the Job."

C.H. GRANT CO.

Wholesale Commission Brokers
and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can
give you results on yours.

W. H. Escott Co., Limited

Manufacturers'
Agents
Wholesale
Grocery
Brokers

Winnipeg Manitoba

BRANCHES:

Regina Saskatoon
Calgary Edmonton

ESTABLISHED 1907

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker
FREDERICTON, N.B.

I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

CHAS. H. McDONALD & CO.

Manufacturers' Agents
Post Office Box 727, St. John, N.B.

We have splendid storage facilities and a first
class connection with both wholesale and retail
trade. Get in touch with us in regard to
handling your line.

The Anglo - Portuguese Sardine Packing Co., Limited

SETUBAL, - PORTUGAL

Most up-to-date Packeries in Portugal. French
methods of Packing. Selected fish and Pure
Oil only. If you want RELIABLE packers,
communicate with us.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A. B. C., 5th edition and private.

Keeping up sales

is a problem with dealers who do not stock standard pack goods. Why not keep up your sales by handling the high quality, satisfaction-giving

Brunswick Brand Sea Foods

Fish is a very desirable food in all seasons—so easily digested, and healthful.

Brunswick Brand has set the standard in fish foods.

Fish freshly caught in the famous Passamaquoddy Bay are scientifically processed and packed a few moments after leaving their native element, thus preserving that sweet natural flavor so much admired by discriminating people.

Look over this list and fill in your stock today :

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Connors Bros., Limited

BLACK'S HARBOR,
N.B.



When you sell Milk Products sell Malcolm's

In doing so, you will not be taking any chances, because the Malcolm line has established a selling reputation wherever featured. Quality, convenience and all-round goodness have made Malcolm Milk Products leaders in the respective fields.

Why not try out a 5-case lot? Get them before your customers. Results will convince you.

We pay freight up to 50c per 100 lbs. in Ontario, Quebec and Maritime Provinces.

The Malcolm Condensing Co.
St. George Limited Ontario

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

If any advertisement interests you, tear it out now and place with letters to be answered.

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

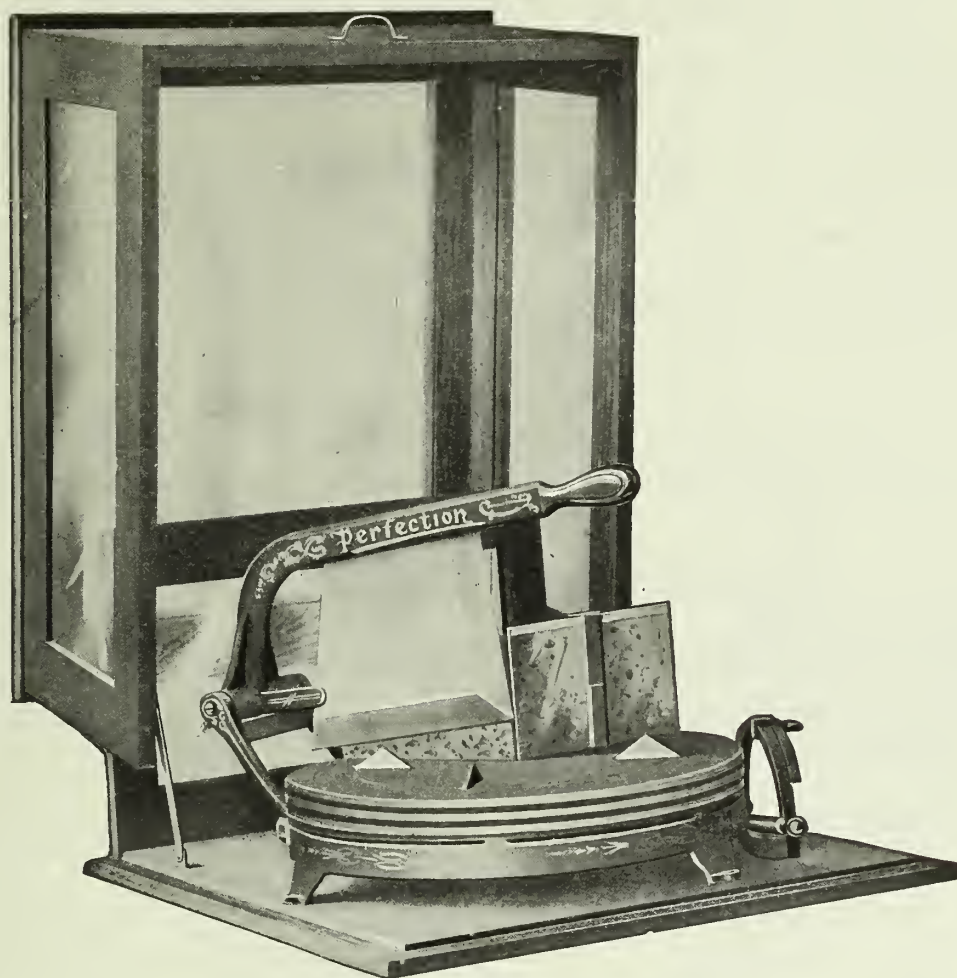
IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES
WITH CABINETS AND PEDESTALS.

**American Computing
Company**

HAMILTON, ONT.

IT
SAVES ITS
COST in a
few months and
lasts a lifetime.

BUY IT NOW.

IF
BUSINESS
is BAD or
GOOD, you
need a PROFIT-
SAVER.

BUY IT NOW.

If any advertisement interests you, tear it out now and place with letters to be answered.

If you could be certain that every article you sold were up to the standard of our coffees, you could rest assured that no one could get your trade away from you.

Chase & Sanborn
Montreal

There is Money in Talking "Gold Standard" Products To Your Customers

Our Line Includes

Prepared Puddings, Jelly
Powders, Teas, Coffees,
Baking Powder, Salad
Dressings, Spices, Herbs,
and many other products.

When you show a product you know is good you are not afraid to let yourself get enthusiastic about it, because the goods will back you up. No food products could more easily stand your enthusiasm than

Gold Standard

This is a line of known quality. The dealers who handle it are satisfied with the quick turnover and the profit—the consumers are satisfied with the quality—

The Codville Co., Limited
Brandon, Moose Jaw, Winnipeg,
Saskatoon, Medicine Hat,
Prince Albert.

**Why Don't You Carry
This Splendid Line?**

Write us now for our proposition.

If any advertisement interests you, tear it out now and place with letters to be answered.

"Without exception the ablest book ever published on the subject of Coffee."—*Mexican Investor*.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review*.

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette*.

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine*.

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger*.

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book."—*Grocers' Criterion*.

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal*.

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics*.

"The author, Mr. Joseph M. Walsh, is, without doubt, the greatest authority in America upon the subjects of Tea and Coffee. The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer*.

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald*.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Y & S STICK LICORICE

48 5c. Packages to Box



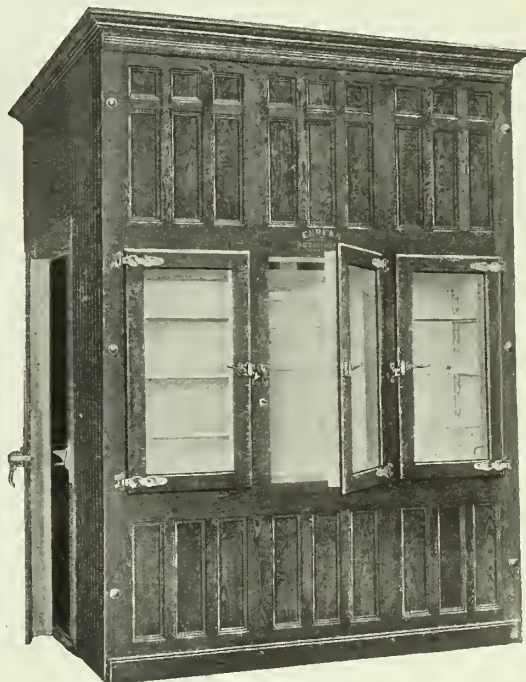
The old-fashioned remedy
for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and
Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Posi-
tively
the
only
Patented
Refrigerator made
that can claim
warm air flues
across cooling
room ceiling
and connected
with warm
air flues
around walls.

Patented
1886-1900-
1910-1914.



REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline St., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Write for the Eureka catalog.

EUREKA REFRIGERATOR CO., LTD.
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Wide-awake grocers everywhere are featuring

Robinson's "Patent" Groats and Robinson's "Patent" Barley

the two world-famous cereals, the superior, appetizing goodness of which has won for them the unstinted approval of the good Canadian housewife.

If you have yet to learn what really dependable sellers the Robinson lines are, you should order a trial supply at once and note what results a display will produce.

Robinson's "Patent" Barley and Robinson's "Patent" Groats always sell easily, and—what's more, they've got the qualities that pull profitable repeat business. Why not try them out?

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



ORLANDO

(INVINCIBLE)

THE GROCER'S OPPORTUNITY

Grocers, especially in the "Dry" Provinces, should turn their attention to the expansion of their Tobacco and Cigar Business.

WEBSTER'S ORLANDO (Invincible) and WEBSTER'S CLEAR HAVANAS (in 14 sizes) are the particular goods with which expansion is assured. They are popular.

A Word to the Retailer.

If your jobber does not carry these lines, write us direct.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX

TORONTO, SEPTEMBER 29, 1916

No. 39

How Grocers Figure Profits

The Selling Price as Basis Has Largest Number of Grocers in Its Favor, Judging by Actual Instances—It Is Not Much Ahead of Buying Price, However—
Profits are Different Upon Different Lines.

A Symposium of Grocers Across Canada



SELLING PRICE OR BUYING PRICE?

The result of the canvass of grocers, details of which are hereunder is that 11 grocers figure profits on their cost price, and 14 on their selling price. One or two apparently figure either way; one grocer sees no difference between the two methods; one or two figure on cost price, plus freight and kindred charges.

As to profits, these range all the way on different articles, from 67/8 to 50%, depending upon the line in question. Several grocers seem to aim for a general profit of 20 and 25%; others 12 1/2 and 15%. Some declare they want such and such a profit after figuring in all overhead charges.

One feature of this causerie is that many replies show flour, sugar and feed to be exceptions, both as to how price is fixed and amount of profit. These answers show that many grocers base their prices upon current quotations for these commodities, irrespective of buying prices.—*The Editor.*

THIS is a burning question with the trade. From time to time there come into CANADIAN GROCER letters from retailers across the country asking advice upon the question of how to figure profits. When questions of importance come up, CANADIAN GROCER has found it most valuable to get the thing settled by men actually in the trade, behind the counter. With this end in view, a letter was sent to grocers from coast to coast, asking them their view and practice in this matter.

They were asked four questions:—

(1) Do you figure your profits upon the buying price or the selling price; that is on the cost to you, or on the figure you sell at?

(2) Is the same method followed in every line you handle? If not, what are the exceptions, and how do you figure them?

(3) Do you lower your price on stock you have had for some time, or do you maintain it, no matter how long the stock has been in. Please give an instance.

(4) What percentage of profit do you figure on getting?

The replies to date have shown quite a diversity of opinion. They show a

majority figuring on the selling price, however. For the rest, let them speak for themselves:—

Hudson Bay Co., Vernon, B.C.—We figure profits on the cost to us. The same method is carried out in all departments. Prices are lowered at every stocktaking, and after two years are not inventoried at all. The percentage of profit is different with different lines.

J. S. Brown, Ramsay Store, Edmonton, Alta.—Profits are figured on our selling price. We follow the same method for every line. We lower price on stock to ensure quick disposal of the same, if it has any tendency to stick. At the present time, as to profits, we figure on getting a percentage of 15 per cent. gross profit on selling price.

S. M. Armstrong, Banff, Alta.—We figure profits on the invoice plus the freight. This method is followed on every line. On fruit, vegetables and grocery lines, we base our selling price on the prevailing market. We clean up all lines likely to be out of style at the end of each season. We get what we can without regard to cost. The percentage of profit differs with different lines—groceries, except sugar and flour, 33-1-3 per cent.; dry goods, hardware, 50 to 70 per cent.

Willoughby & Jamieson, Hastings Coulee, Alta.—We don't see that it makes any difference which way you figure your cost on 25 per cent. added onto the cost is the same as 20 per cent. off the selling price. The same method is not followed in such lines as flour, sugar, etc., as they apparently do not yield a profit that can be classed as percentage. Prices are lowered according to the time in stock. At stocktaking we value goods accordingly, never invoicing goods up, even if the market has advanced, but always cutting the price if the stock is old or the market has declined. We figure 10 per cent. net profit on groceries.

Halladay & Co., Crossfield, Alta.—We figure our profits on the selling price. We figure the gross profits daily on all goods sold. We reduce prices on goods that are seasonable for a small part of the year. On the average we aim to get 22 to 25 per cent at least on the selling.

Taylor Bros., Medicine Hat, Alta.—Profits are figured on our selling prices on most articles. We cannot follow this method on flour and sugar. We get as much as it will stand above the price-cutters' retail price. We lower our prices, if necessary, to dispose of it. Our

percentage of profits differs with different lines. We try to get 20 per cent. gross profit on our turnover.

Otto C. Pohle, Overland, Sask.—We figure profits on the net cost. We do not follow this in oils, as we allow 10 per cent. for wastage. As a rule we lower our prices on stock which we have had for some time. We figure on getting an average of 12 per cent. profit.

Farmers' Supply Co., Beadle, Sask.—Profits are figured on selling price. We follow this in every line. We maintain the price on everything, and as we carry staple goods do not have old stock. We figure on getting a percentage of 20 per cent. profit on the selling price on all lines, with the exception of sugar, tobacco and green fruit.

Holliday & Carlisle, Indian Head, Sask.—We figure profits on the selling price. We lower the price if the goods have decreased in value. If they are still worth what they cost, or more, we leave them at the original price. Our percentage of profits differs with different lines, some we sell at a much closer margin than others. Goods that sell rapidly can be handled on a much closer margin than slow selling goods.

H. Smith, Grayson, Sask.—Profits are figured on the buying price. This method is followed in all lines. We clean up "stickers" at any price they will bring. We figure our percentage of profits as follows: Sugar, tobacco and flour at cut prices; quick sellers, 25 per cent.; slow sellers, 33-1-3 per cent., based on laid down prices.

J. W. Barlow, Bulyea, Sask.—We always sell at competitive prices, regardless of cost. One cannot get fixed prices but must meet competition from all sources. Articles which deteriorate are sold at any price at the close of the season, or if found shop worn. Our percentage of profits differs all the way from an even break to 33-1-3 per cent., which appears to be the highest.

Jas. Lind, Oak Lake, Man.—Profits are figured on the buying price. This is followed on all lines. We reduce prices on old stock each year, so that it will sell. We add 15 to 25 per cent. on groceries; on other lines 50 per cent. on the wholesale price.

R. Kirby, Sarnia, Ont.—We figure profits on the buying price. We follow this method except where the manufac-

turer has set the price, then we buy in quantities, getting discounts. We lower our prices only when the stock is damaged, or the market has lowered on the same, such as butter and eggs. We figure on 7½ per cent. profit over expenses, which includes our own wages.

The Bells, Stayner, Ont.—Profits are figured on the selling price. This is followed in all lines excepting farm produce. We cut prices when the season is over. We figure a percentage of 6½



Unless a merchant figures his profits on a definite system, he will become involved in a literal maze of figures and will never know where he stands.

per cent. net profit on turnover, after allowing for everything.

F. W. Holt, Torrance, Ont.—We figure our profits on both, figuring on the cost, to give the necessary percentage on the turnover. This is followed excepting in flour, feed, and sugar. In selling these, I base my price on the market, sometimes making a large profit, and other times very small. If it is good stock and not harmed by keeping, I maintain the same price, but if the goods are likely to spoil with age, I cut the price to clean them out. We try to make an average of 18 per cent. gross profits on the turnover.

A. S. Lambe & Son, Meadowvale, Ont.—We figure profits on the selling price. We follow this on all lines. We maintain our price as long as the goods are in good selling condition. 30 per cent. is our estimated profits on dry goods and groceries.

Jos. Troy, Leonard, Ont.—We figure profits on the buying price. This method is followed in all lines. We maintain the present prices except in boots and

shoes. We figure on getting a percentage of 35 per cent. profits on an average; 25 per cent. on groceries.

Kearns & Sons, Orangeville, Ont.—Profits are figured on the cost, with the exception of certain lines of groceries, sugar, canned goods, etc. Where goods do not bring the price marked and get a little old, the price is marked down. Some lines we get better profits than others. We figure we should average 25 to 30 per cent.

J. A. McFarlane, Dungannon, Ont.—We try to make all lines average 25 per cent. on the selling price. We do not reach this average on flour and sugar, but mark on other lines to make up the difference. If we find an article has been in stock for some time, and is depreciating in value, we endeavor to get rid of it at any price we can get. We figure on getting 10 per cent., after allowing for all expenses and depreciation in stock, which means about 26 per cent.

W. A. Singleton, Singleton, Ont.—We figure profits on the cost after freight or express has been added. If goods drop in value, or there is no call for it, we make a change in price. We try to have a customer's purchase clear 25 per cent.

M. Dooher, Lombardy, Ont.—Profits are always figured on the selling price. Practically all goods are figured the same. If stock sticks, prices are lowered to clear it. Profits generally average 22 per cent. of the turnover. Groceries make the least profit.

R. W. Welton, Harrietsville, Ont.—We figure profits on to cost to us. We make no exception to this rule. We lower prices only if it is out of date or moving slow, or when obliged to do so to meet competition. We figure on getting 20 to 25 per cent. profits.

P. J. Potts, Plantagenet, Ont.—Profits are figured on the selling price. If we find a class of goods which do not sell, we run them off at cost, if we can not do better. Whether we lower prices or not, depends on the class of goods. Our profits differ with different lines.

Berton, Tuplin & Co, Kensington, P. E.I.—We figure our profits on both the selling and the buying prices; in other cases competition makes the prices. Our percentage differs in different lines, from nothing to 50 per cent. on the cost.

G. J. Mason Co., Eastern Point, N.S.—We figure our profits on the buying price. This is followed in every line. Every year we figure an amount for depreciation on old stock, and lower the price accordingly. We figure on getting 20 per cent profit. This does not differ, as we always try to make the same profits on all lines.

(Continued on page 26.)

Grocers' Side of the Bread Question

Dwarfing Profit is the Result of Recent Bakers' Advance—How Many Things Entering Into Handling of Lines Have Been Advanced—Two Cents on 10c. is Different From Two Cents on 16 Cents—Two Courses are Open

THE daily press is full of murmuring these days on the subject of the recent advance in the price of bread. Bread was advanced pretty generally a few days ago, making the price to the consumer eight cents, where it was formerly seven. The large loaf to the consumer from the baker is now 16 cents. For this the grocer pays 14 cents, but he is selling to the consumer at present for 16 cents, the same as the baker. A short despatch from Toronto last week reported the rush meeting of the R.M.A., where there was a feeling that bread should be advanced by the grocers another cent, giving them a cent on which to work. In the despatch it was pointed out that the grocer now pays the baker 14 cents and sells at 16 cents, making 2 cents profit, or 12½ per cent. But not so very long ago the grocer got his bread from the baker for 8 cents and sold it for 10 cents, thus making the same number of cents profit that he does now, but a considerably smaller percentage. Two cents profit on an 8 cent article selling at 10 cents is 20 per cent. Now the grocer only gets 12½ per cent.

The suggestion which many grocers are making, not only in Toronto, but through the province, as the writer can testify, is that bread be advanced by them another cent over the price from the baker to the consumer. This would make a 17 cent loaf to the consumer, if bought at the grocery store. As soon as this was mooted, the press in various cities and towns began to breathe out threatenings against the grocers.

But what of the dealer's side of it?

Many grocers say positively that they cannot continue paying 14 cents to the baker and sell the loaf for 16 cents, because the margin of profit does not pay them. They want, therefore, either to pay only 13 cents to the baker, or have the baker with them come up to 17 cents.

"Wheat Prices," Says One

In this connection, a prominent Toronto grocer, in an interview recently, said he thinks that the Government should appoint a commission to look into



How the public will expect the retailer to look after the newspapers get through.

the question of wheat prices. These, he considers, are at the root of the whole matter. He does not think the bakers are to blame, but he is on the committee appointed by the grocers to look into prices. "We want the bakers to meet us half way and make the price to the consumer 17 cents a large loaf," he continued. "We have no fight with the public and no fight with the bakers, but if the latter expect us to handle their goods they will have to help us out. Two cents a loaf between the wholesale and retail price on a loaf may seem to the ordinary person good profit, but it is not clear profit. The increased cost of labor and of paper, string, etc., and the proportionate decrease in the percentage of profits have wiped out practically any profit we had. It costs a big percentage to carry on business, and two cents a loaf under present conditions would not pay us to handle it. We don't want to appear before the public as boosting prices. If the bakers can't make the price of the loaf to us such that we can handle it, then we will have to cease."

He means that grocers will have to quit handling bread unless there can be enough in it for them not to be running it at a dead loss. This view is certainly shared by many grocers throughout the province.

"It wouldn't pay me to handle bread

at a 2-cent increase on 14-cent cost price," said one grocer in Western Ontario to the writer. This man has cut out handling bread altogether, and thinks he is none the worse for doing so.

"When you come to consider the increased cost of paper, which, since the war, has been gigantic, the higher cost of twine, the dearth of labor, the increase in every department, store handling, advertising, delivery service, owing to our inability to get men, it certainly does not pay us to get 1 cent on a small loaf and 2 cents on a large loaf, with an increased cost price."

Another grocer, also in Western Ontario, was aggrieved because the press is engaged in hinting that the grocer who wants another cent on his selling price, or failing that, a cent off his buying price, is a robber.

"It isn't at all," said he, "that we want to put the price up for the public. Not at all. We don't. But just as the bakers are not in business for their health and have, therefore, found themselves bound to put up the price, so grocers, too, can't afford to handle lines at a loss. Positively, the present price the bakers make us, if we sell at a profit of 1 cent on a small and 2 cents on a large loaf, is not enough to make it a profit at all. It is a dead loss."

Still another grocer dealt with the percentage of profit, and showed how it was diminishing.

Said he: "To-day, if we pay the baker 14 cents and sell at 16 cents, figuring profit on the selling price, we make 2 cents on 16, or 12½ per cent. When the price was 12 cents, i.e., the price to the consumer, as it was two years ago, we were selling at 14 and making then 14 per cent. Every time the baker advances his price, if we just advance the same number of cents instead of the number of cents in proportion, we lose about four or five per cent. profit. It isn't fair. The baker advances his price to get a living profit, but as soon as the grocer does the same, the press misrepresents him as a profiteer."

(Continued on page 33.)



CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—142-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. Cleveland—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Vol. XXX.

TORONTO, SEPTEMBER 29, 1916

No. 39

EDITORIAL NOTES

HOW many cigars are you selling these days, you, in whose town there is no bar?

* * *

"ADVANCES were made in Nevolen, Karajovo, Dobrudja." This is the sort of thing you read, but not aloud.

* * *

NEWSPAPER report says a man was shot in the telephone booth. This is not so bad. Elsewhere, might have been fatal.

* * *

IF YOU are convinced that Christmas pudding ingredients will be high and are buying now, why not get the housewife to lay in her supplies now too?

* * *

THIS is the oyster season. It is now in order to go about asking people what noise annoys an oyster, and replying for them that a noisy noise annoys an oyster.

THE ADVANCE IN FLOUR

MANITOBA flour advanced twenty cents in all grades this week. Ontario is also ten cents higher. These movements are interesting, coming, as they do, in the midst of much suggestion that flour is not high enough to warrant the recent increase in bread. Anybody who carefully watches the vagaries of the wheat market cannot but be wondering to just what level wheat and consequently flour will go. One prominent miller gave it as his opinion this week that flour would go to \$10 a barrel, this winter. This is perhaps a little bullish, but it is not such a long way to Tipperary. In small lots Manitoba first patents are now selling at \$9. The highest point in years was reached this week by wheat levels, which, high as

they were one week ago, have soared five and a half cents since the last issue of CANADIAN GROCER.

Contrast this year's prices with last. On September 28, 1915, first patents were \$5.75. Ontario winter wheat flour was \$4.70. To-day they are respectively \$8.80 and \$6.35.

DEAR CHRISTMAS PUDDINGS

AS the days go by it is becoming increasingly patent that ingredients for Christmas puddings and cake are going to be very dear. Last year, it is thought, will not only be duplicated, but probably exceeded in this regard. Looking back, the three months or so preceding Christmas of 1915 showed a steadily gaining uncertainty as to such lines as currants and nuts arriving in time for the Christmas trade, which uncertainty had as consequence steadily mounting prices. It is safe to say that unless something radical occurs, prices will be higher when December of this year comes than they were last, on such lines as currants and nuts. One importer of the former said last week that he didn't know where to get any currants. Sicily nuts are in the same case, while Bordeaux products, in all probability, will be harder to secure than last year. Much difficulty is being found in communicating by cable with Greece and Sicily. Prices are jumping daily, and this three months before Christmas.

The moral for the trade is that they should buy now, if they can and at what they can. Present prices, even if they look high, are low compared to what they will be, if all signs at present visible are fair criteria.

Many grocers were badly caught last year. The steamship "Frixas," bearing currants from Greece, was over two months late. It arrived in Christmas week. Ships from Bordeaux bearing nuts also arrived

barely in time to let the trade secure supplies. There was a famine in Christmas pudding ingredients last year. The trade will be wise if they take the stitch in time this year.

PAY-UP WEEK.

MERCHANTS of Clinton, Iowa, recently adopted the "Pay-up Week," which is to be held simultaneously in various parts of the United States. The reasoning behind this scheme is interesting, and Canadian Grocers may like to consider it. The proposition is simply "You pay me, and I'll pay you." Thus prosperity, it is figured, should touch all trades. Usually, when "Pay-Up Week" is adopted in a town as many various lines as possible are asked to co-operate. Thus the grocer gets a chance of having his bills paid, so does the butcher, baker and candlestick-maker, the doctor, the dentist, and anyone and everyone having accounts outstanding. Usually, when "Pay-Up Week" is inaugurated, the stores offer as an extra incentive, highly attractive merchandise at appealing prices.

There are pros and cons to this scheme. There may be cited the possibility that people, looking towards a "Pay-Up Week" may be inclined to allow their bills to remain unpaid till that time. Doubtless, some people who are somewhat loose and inconsiderate in paying their bills might conceivably put off the day, telling themselves that a "Pay-Up Week" is in the offing. In the main, however, the plan, where tried, seems to have worked out well enough. Co-operation among many merchants usually makes a wider appeal than that of one alone, and much talk and advertising creates interest and stimulates desire in the minds of debtors to get rid of outstanding liabilities.

IN THE RING

CONVERSATION with a grocer in a thriving town brought out much groaning against the activities of the mail order houses. "This man was metaphorically 'throwing up the sponge.'" The mail order houses beat him to it, he said, and while he was losing trade that formerly he had had, the delivery wagon carrying goods ordered by mail order passed his door. But that grocer, it turned out, was doing nothing at all to fight the mail order houses. All he did was grumble. He lashed himself into a perfect ecstasy of rage against this menace to his well-being and progress, but he lacked anything by way of fighting quality. He wasn't in the ring. It developed that he was conducting his business upon non-progressive lines. It never occurred to him to impress upon his customers, all the time, that local buying means local prosperity; that his store was a place where a customer could get one hundred per cent. satisfaction; that he could deliver the goods.

Another grocer in the same town is giving the mail order houses a run for their money. As he put

it himself, he is in the ring and his sleeves are up. He has a bright store. He is continually making special displays and catering to trade which is seasonable. He advertises. His staff, down to the junior, are a bunch of live wires, and he himself is the battery. Business is good with him. The only time he mentions the mail order houses is to say that he thinks he is "trimming" them!

There's the difference between the two men. What's the answer? If you are menaced with fire, you fight the fire. If infantile paralysis is attacking, the doctor and the parents of the child concerned do not throw up their hands and grumble. They fight.

Are you in the ring?

THE BREAD QUESTION

THANKS to an industrious and not always careful press, the retail grocer to-day is presented to the public in a new light—rakishly clad, a cutlass in his teeth and the Jolly Roger floating above him—as a pirate, in fact. Since the necessity arose for increasing the price of bread—and it is a necessity if the retailer expects to make anything like a decent profit—the press has been crying down the baker and grocer as villains of deepest dye. To the individual merchant this is unpleasant and embarrassing. Likewise, it is very unfair.

However, there is this to be borne in mind. The public, the dear old public who accept a thousand impositions and inconveniences and turn unexpectedly on the thousand and first, the public are most touchy on the score of bread. Bread is still known as the staff of life; and probably is. It does not, however, figure as one of the big items of expense in the average Canadian household. Meat and table delicacies run into many times over the cost of bread. The butcher can advance his prices as necessity arises and Mr. Householder pays his enhanced meat bills without any very audible objection. But just tamper with the price of bread—put into effect a new scale that may mean fifteen cents more a week to the average householder—and then hear him roar and expostulate!

Advances in prices of meat during recent years have meant additional expense to the average Canadian home of several dollars a week. The advances in bread can be figured in cents. But the fact remains that it is the bread advance which arouses the public ire. It is only when he regretfully puts an extra cent on the price of the staff of life that the grocer is called in all seriousness a robber.

In view of this, one may well ask if it is worth while. Bread is not a profitable line in any case. Charging a cent more than the baker gets will not make it really profitable to handle. And, for the sake of that extra cent, the grocer is liable to incur a degree of enmity altogether out of proportion to what he gets out of it.



New Brunswick Merchants Convene

Provincial Branch of the R.M.A. Meets at St. John — Discussion With Wholesalers re Selling Direct to the Public—An Address on Credit Problems

A COMMERCIAL rally of the retail merchants of New Brunswick was held in St. John on Tuesday and Wednesday, September 19 and 20, under the auspices of the New Brunswick Provincial Branch of the Retail Merchants' Association of Canada. The gathering was not so much a convention as a get-together affair for the purpose of getting better acquainted with each other and enabling the members to get a better idea of the strength of the organization and its greater possibilities. Some time was devoted to the discussion of the problem of retailers and one of the most interesting sessions was that at which they met representatives of the wholesalers for a discussion of matters of mutual interest.

A large hall, suitably decorated, had been prepared for the occasion and this presented the appearance of a miniature exhibition, as a large number of manufacturers had taken advantage of the opportunity to present their wares to the eye of the merchants.

On Tuesday afternoon the opening session was held and at this hearty welcome the members were extended, by A. Murray, of Fredericton, president of the provincial branch; His Worship, Mayor Hayes, and J. A. Likely, president of the Board of Trade.

A. O. Skinner, president of the local association, gave a powerful address on the work of the association. He referred to the fact that by its very nature the Retail Merchants' Association was in a position to secure legislation which no other organization can secure. The organization has already secured legislation which has enabled it to conduct its work along more extended plans. He referred to the great improvement in collections since the organization had been founded. Thousands of dollars had been collected which had previously been on the doubtful list, and the association

was making for the better conduct of business and the less danger of losses on the part of its members. Mr. Skinner made reference to the spirit of co-operation existing among the retailer, the wholesaler and the manufacturer.

On Tuesday evening the delegates attended a theatre party at the Imperial Theatre, where a special programme had been prepared in their honor.

Wednesday Deliberations

On Wednesday morning there was a conference with representatives of the wholesalers. Addresses were given by F. W. Hoach, president of the Canadian Credit Men's Trust Association (Maritime Division), and by Allan H. Wetmore, president of the New Brunswick Wholesale Grocers' Guild. Both gentlemen dealt with problems of mutual interest and were given a careful hearing. Then followed a discussion of the matters mentioned by the retailers; grievances were aired and subjects which had been the cause of trouble between the two branches of business were talked over frankly and with evidence of good results. Both representatives of the wholesalers assured the retailers of the sympathy of their organization with the objects of the Retailers' Association and assured them of their active support in dealing with any troubles which should arise or in any efforts they made to improve trade conditions.

One of the matters which cropped up most frequently was the selling by wholesalers and jobbers to private individuals, boarding-house keepers, hotels, lumbermen and others not in the retail trade, to the detriment of the retail merchant.

Assurance was given by Mr. Wetmore that the members of the grocers' association were opposed to this practice, and a representative of a hardware house said that he believed that the

hardware men were in earnest in their efforts to get away from this business and that most of the infractions of the rule now are due to the desire of clerks and other subordinates to help their friends.

The address given by Mr. Roach is as follows:—

When your secretary first asked me to address the Retailers' Association, I certainly felt, and still feel, most diffident in doing so, as I realize there is so little I can say to the intelligent and up-to-date membership of this association that is new or that is of interest, but this is more than over-balanced by the pleasure and honor it is to me to have the opportunity of speaking for an association whose interest is so interlocked with the one I am addressing.

Co-operation, I might say, is the corner-stone of the Credit Men's Association; it is the reason the association exists. The chief object is co-operation among credit men, to avoid bad debts in the first instance, and if bad debts do come about, to lighten them as much as possible by co-operative action. But it has developed much in advance of this and now one of its chief activities is to assist the honest and deserving debtor who, through some reason or other, has become embarrassed financially and place his business on a solid footing again. This has been done on many occasions, and is being done to-day with several accounts in this district.

When I first learned of the Retailers' Association being formed, I took occasion to speak a good word for it where I could, as I realized that once the retailers got together and worked together to solve their problems, they would be better business men, more kindly disposed towards each other and, as the spirit of co-operation grew in the association, they would desire to co-operate, not only with each other, but with the manufacturer and wholesaler, and this convention conclusively shows that this has come about.

Co-operation cuts out misunderstanding, leads to understanding the other fellow's point of view, makes a broader, better and brighter business man, or any kind of a man for that matter.

I have talked with many retailers of business problems and recommended this and that procedure, and I purpose to speak along these lines to-day.

CAPITAL.—The first thought a credit man has in granting credit is, what capital has the prospective customer, either hard cash, ability, experience, acquaintance with the trade, or whatever asset he may have to successfully conduct a business.

The most important of these assets, I think you will agree with me, is honest ability, for, if he has this requisite, he is apt to have well considered his chances to succeed and will not rush into business with insufficient capital, or into a business for which there is no opening.

I think you will agree with me that credit is, in some cases, too easily secured. By this, I mean legitimate trade often suffers by the wholesaler or manufacturer, in his desire to do

business, granting credit to irresponsible parties who are not entitled to credit, but who do a certain amount of business while they receive credit, and assign or compromise when this fails them, and thus do an injury to the legitimate trade that pays 100 cents on the dollar.

The Canadian Credit Men's Association is an association formed among credit men to avoid, by co-operative action, giving credit where it is not deserved, and in this connection, possibly, they are no small benefit in discouraging unfair competition to other retailers.

The interests of the wholesaler and retailer are so interlocked that it calls for no discussion. The wholesaler is deeply concerned as to the success of the retailers, for it is from such that he finds his customers and secures his sales.

At one time there did exist distinctions as to standing and importance in many departments of commerce. For instance, the ship owner did not like to be regarded in the same class as the ship builder, feeling he had outgrown the limitations of the latter, and every general trader advertised himself as "Wholesale and Retail," "Direct Importer," etc., etc., and resented any remark that might imply he purchased in the local market. To-day it is different, the retailer wants his market defined and the purchases of the consumer confined to him because he is a retailer and he asserts that the consumer should give him his trade because he is catering to the community and the community should support him. The retailer is right in this and, generally speaking, the community likes to support the local merchants. The great purchasing class is the woman and as such is most enthusiastic commending the stores of her own town. Should she not do so, it is up to the retailer to supply the reason why.

At one time the wholesaler looked to certain retailers as his customers and could count on their trade and support; the old timer likes to think of those days as ideal, but such conditions to-day are not desired, and if a wholesaler controls a retailer's account, it is because he cannot help himself and will pass it on to another whenever the retailer desires a change, or another wholesaler will take the burden.

INSURANCE—It is the duty of every merchant to carry insurance. Some will say, in fact I had one merchant tell me not long ago, when I commented that his building was a bad fire risk, that he paid cash and that when he locked the store at night, if it was burned down by morning, he was the only loser. Possibly so, but I have recollections of an instance that occurred some few years ago in a Nova Scotia town where the merchant reasoned in the same way. A merchant doing a good business had accumulated, in about twenty years, assets represented in stock, book debts and buildings, consisting of dwelling, store, warehouses, etc., a total worth which he estimated at \$40,000. He paid cash, that is, he took his discounts, but did not carry insurance, as there were no fire-fighting facilities in his village and the rates were considered high. Well, one night fire started, no one knows just how, all his buildings, stock and furniture were burned, even his books, as his safe had been sent to Halifax for repairs.

The only asset this man had left was the good-will of his customers and the honesty of those who owed him and knew the amount and would pay him. His liability did not reach quite \$4,000, representing his fall purchases which had just been received, but he could not even pay this comparatively small amount and he was at a time of life when it did not seem feasible or possible for him to begin business again.

The wholesale merchants whom he owed, realizing they had also lost a valuable account, worth more to them possibly than the amount this man owed, got together and started him in business again, but he still owes the amount he owed at the time of the fire and probably will for all time.

Insurance is an argument for keeping proper books of account, for if stock is consumed, the insurance adjuster requires documentary evidence to prove the goods were there.

Speaking of accounts, it would be interesting to know just how many merchants are aware of their full liabilities, also their total personal expense, for you will all agree that he should know exactly what his personal expense is and not live out of the shop.

A complete inventory of stock and other assets should be prepared at least once a year and a balance sheet struck. This information should be kept in a safe place, preferably apart from the place of business. It will pay the retailer many times over to strictly adhere to this practice and spend at least a day and study his position as compared with the previous year, the practical effect will be:—

First.—Less "Accounts Receivable" to collect, thus avoiding the temptation to discount accounts at the bank—a very doubtful practice for the ordinary retailer, and one that reflects adversely on his credit and standing generally.

Second.—Less unsaleable merchandise to handle, as he will take intelligent knowledge of

what this asset means to him—the source of his profit—the only avenue to get gain.

Third.—He will appreciate what his expense account means to his business; every retailer should know what the monthly charges, including personal expenses, are, every month, even if he has to advance certain charges, he should have regard to the monthly proportion.

Fourth.—Your business will be under control and time will not be wasted finding your bearings; you will know and act promptly in attention to necessary duty.

The retailer should keep his stock and real property insured to 75 per cent of value. The co-insurance clause is dangerous because often misunderstood. Insurance is protection only and the loss you sustain is what is paid irrespective of the amount of your policy. It is the duty of every merchant to guard against carelessness or accumulation of waste material on his premises. He should be as much interested in the protection of his property as the public official or insurance inspector; every dollar paid in insurance losses is a tax on trade and commerce.

The Retail Merchants' Association can do more than any agency to bring about better methods among its members. Proper accounting, not necessarily elaborate, but systematic and constant, insurance protection provided and a conservation of buying opportunities, thus limiting obligations in number and amount—the great danger and temptation of the retailer.

In speaking of co-operation between wholesaler and retailer, is it not incumbent on the retailer, all things being equal, to buy of the local wholesaler as much as it is the duty of the consumer to buy of the local retailer and not from the mail order house?

Some time ago I read of a farmer who wrote his name on a dollar bill and spent it at the general store of his district. In the course of time he received it back and again paid it out locally and for the second time it was returned. The third time he sent it to a mail order house and, of course, he never saw that dollar again.

Speaking of legislation, I would only say that we desire to place on the statute books such legislation that is to be helpful to the honest merchant, be he wholesaler or retailer, and our committee will be glad indeed to confer with a like committee of your organization.

Business is a succession of problems great or small and one must look ahead, plan to avoid difficulties, if it be possible, and if not possible, be prepared to meet them. Since the world began, two heads have been considered better than one, co-operative action by many heads must be infinitely better.

Before I close, I would like to speak of jealousies of one merchant for another, and in this I do not mean retailers any more than I do wholesalers or manufacturers. The only way to cure trade jealousy is to get together and get acquainted; that is, acquainted through friendship. Last fall, I was in a town in Nova Scotia where there are three fairly prosperous stores and it is the custom of the merchants there to place blackboards on their platforms advertising what they have for sale and the price they are paying for produce. Through trade jealousy and watching each other's boards and running up the price on each other's offerings, the day I was there, one merchant was paying 3c a pound for butter more than the market quotations, and I leave it to your imagination what the other merchants said of this fellow, though I understood they were guilty at times of the same practice. This is a town the retailers' organization will be a boon to when organized there.

In conclusion, I will quote, if you will forgive me, a verse of a get-together-poem that should be set to music, as I think it strikes the right spot:—

"If I knew you and you knew me,
'Tis seldom we would disagree;
But never having yet clasped hands,
Both often fail to understand
That each intends to do what's right
And treat each other 'Honor bright.'
How little to complain there'd be,
If I knew you and you knew me."

There is one thing in which I think the wholesaler has been negligent, and that is, the personal acquaintance of his customers at their places of business throughout the country.

It has been my practice for ten years or more, to take occasional trips a few days each month and visit the trade throughout the Maritime Provinces. I find that this is very beneficial to me in doing business among those whom otherwise I would not be personally acquainted with.

I believe the wholesaler is not in a position to sit at his desk and judge conditions from reports he may receive from his salesmen, through the press, or by hearsay in any manner. He requires to have a personal knowledge of the district in which he is doing business. He could write a customer much more intelligently if he knew the men, knew his store and knew the conditions under which he does business. At least, I have found it very helpful, and I believe

other wholesalers would too, if they had some systematic plan by which they would visit their customers occasionally.

Conference With Wholesalers

One of the most interesting features of the gathering was the conference between the retailers and the representatives of the wholesalers, at which matters of mutual interest were discussed. As a result of this discussion, it is safe to say that the relations between the two branches of business will be more cordial, and that some of the matters which have led to friction and misunderstandings will be corrected to a great extent.

A. H. Wetmore's address was as follows:

It was with a good many misgivings that I accepted an invitation of your secretary to meet with you and take part in this conference, not that I doubt the benefits to be obtained from such a meeting, but because of a feeling of my own inability to carry out that part which, because of my position, falls to my lot. But my sense of duty is strong, and if it is in my power, personally, or in my official capacity, to say or do anything which will aid you in creating, or which will aid in leading up to mutual effort to create, a spirit of fellowship that will make for an advance in the economy of distribution of our various lines of goods and thereby benefiting, first, the consumer, secondly the retailer, thirdly, the jobber, and lastly, the manufacturers or producer, I feel it not only my duty to do so, but an opportunity and a responsibility which it gives me pleasure to seize, shoulder, and do my best to aid in bringing about.

In connection with the great National Wholesale Grocers' Convention held in Boston in June, with a registered attendance of over 1,200, which I had the pleasure and profit of attending, I saw a few words written, which I think are very applicable to your association, when it is considered what organization and unity have already done for you, and also the great possibilities that are before you by strengthening and broadening under the guidance of your very genial, able and diplomatic secretary. They were something like these:—

"What is the ocean but organized units—drops of water? What is the avalanche, but flakes of organized snow? The alphabet—twenty-six units—organized, forms language and the means of communication."

The immensity of these powers, all made up of the most minute, but organized, units, is an inspiration to us in the get-together idea.

It might not be out of place at a meeting of this nature if I should attempt to somewhat justify the jobber's existence and compare what he gives for the toll he takes, and in doing so, I want to give credit to Mr. Forest Crissey for some of these thoughts.

Public opinion has hailed "The Middle-man" before its court of criticism to show cause why he should be permitted to live. The consumer and the producer want to know whether the jobber is an unnecessary evil, or a public necessity.

So far as the wholesaler is concerned, he declares he is ready to demonstrate that he is as vital a job as any of the others. Since the agitation of the high cost of living began, the jobber in food stuffs has held the centre of the stage and has been painfully and persistently conspicuous.

The average person has a vague idea that the wholesale grocer simply receives the goods in one door, and ships them out the other, taking a good fat toll for his trouble. What does the jobber give for the toll he takes? You can tell it in one word—Service.

If Mrs. Smith is complaining of the high cost of groceries, the retailer refers to his *high cost of service*, and as an illustration reminds her that yesterday she forgot to order some small item until long after the last regular delivery was made to her section, which necessitated a special trip of the auto-delivery of a mile each way at a cost of, say, 25 cents for a profit of 5 cents. Mrs. Smith sees the point.

But the jobber has no such advantage; he does not come in touch with the consumer or the public, and the masses have no idea of the service he renders. I say that *service* is the most expensive thing a jobber sells. Plain hard work that hardly justifies the name of service constitutes a large part of the kind of service the wholesale grocer gives the consumer through his customer, the retailer.

The stock lists of an average grocery jobber to-day contain from two to five thousand separate and distinct items. A majority of these articles are brought from foreign countries or distant parts of this country.

Crissey says: "We are food explorers, ransacking the entire earth for the things with which to satisfy the cultivated appetite of the consumer."

If the teachers in our schools would send their pupils to a grocery store, and have them secure a list of articles in stock, learn the localities from which those articles started on their journey, and then take a map and draw a line from the home town to the town of the original production of each item, those pupils would receive a most comprehensive lesson in geography and a practical demonstration of exports and imports.

But this would not be complete, for each little community has its own peculiar food tastes, and there are many items of food that are in constant demand in some localities that would not be found on the shelves of the home town retail store. The correct and only point of convergence for the food lines on a map such as suggested, would therefore be the *nearest grocery jobber*, and from that centre those food lines would radiate to every quarter of the globe. Among these would be the tea lands to China, Indian and Japan; coffee to the Red Sea districts, Java and various points in South America; spices from African and South India points; nut lues would run to France, Spain, Italy, Brazil and Virginia, U.S.A.; dried fruits to Turkey (except in war times), Greece, Spain, California, etc. This might be kept up almost indefinitely. There is not a country that does not yield its tribute to the table of the consumer of this Dominion, and the grocery jobber is the channel through which these delicacies or necessities are located in their places of origin, and brought within reach of the ultimate consumer.

The money-banker gathers from the most available sources, the coin and currency with which to capitalize the business activities of his territory. The banker is the *middleman* of the money market, and his functions are so well understood by the public that almost nobody questions their necessity.

How about the merchandise-banker? The only way to get a vivid realization of the service in this way that the jobber gives the consumer, is to try to imagine what would be the food situation if every jobbing house in this country were suddenly struck out of existence. It would reveal as nothing else could the unassailable position of the jobber in the economic distribution of food stuffs.

Now turn to another kind of service—the money end of the jobber's relations with the retailer and the consumer.

The financial service is just as varied and as many sided as that expended upon the goods themselves, and it is as unknown to the average layman as is the service relating to the commodities handled. We are not only bankers of merchandise, but we are very often bankers in a far more literal and financial sense. Certainly we are at times giving men a line of credit that a "money-banker" would not carry for a month. We realize that a retailer is usually up against the same proposition. His heaviest customers are almost always his slow-paying friends. The family who flits off for the summer pays their grocer when they get back or *get ready*, and the retailer cannot overpress this class. These customers, combined with the "dead-beats" and the unfortunates, go to make the book accounts of a retailer a terror to him. They think they owe the retail grocer, but in many instances they owe the jobber because he has to carry the retailer. Of course, there are some retailers to which this does not apply, but they are rather the fortunate few. If these accounts are "open," and I am sorry to say some retailers are still old-fashioned enough to seriously object to drafts, we go to the bank and borrow money, paying the interest in advance, to finance them, and if interest is charged our customers for over-time we are looked upon as mean. Banking is supposed to be a business to be desired, but every jobber is doing some of it, which he would gladly relinquish.

All jobbers would be glad if they could turn all this kind of service over to special and expert hands, but provided the customer is honest and energetic and has a location that should command a good trade, it is not *bad* but *good* business to help him financially and morally, and educate him in the meantime to stand on his own feet. This service of furnishing the retailer with capital, and teaching him how to handle it, is one of the heaviest and most unprofitable that rests on the jobber's shoulders.

There is another important angle to the jobber's practical service. This concerns the transportation problem. The jobber's business life is a continual fight to reduce the cost of distribution. He studies freight tariffs and conditions to the ultimate benefit of retailer and consumer. To illustrate: Beans at the present time represent a lot of money and still are a staple article and must be carried by each retailer, but unless bought in *carloads*, the extra freight would add very materially to the already high cost, and no ordinary retailer or collection of them would want

a carload of these. The jobber, with his organization of distribution, brings along the quantity and dispenses them to his customers in quantities as desired, a saving by this service alone of twenty-five to thirty cents per bushel. Onions from Egypt, Spain, Bermuda, or Ontario, are just as good examples, and when it comes to canned salmon from British Columbia, or dried fruits from California, the saving is in even greater proportion. In a word, the jobber is an expert in saving freight costs. This service is routine and competition sees that the consumer gets his good share of the benefits derived therefrom.

If the margin saved by the jobbers of a locality by this one means were suddenly added to the retail price of groceries, the consumer of that section would put up a cry of distress at the advances. As an economist, then, in distribution, the jobber renders a constant service to the consumer for which he gets blame (because the public have not knowledge of the facts) rather than credit.

I think experience has long since established that the most economical method of distribution of food products, from manufacturer or producer, is through the wholesaler and retailer. Each performs a distinct service. The jobber gathers the products from the four corners of the earth, stores them, and has them ready for distribution to the retailers, from where they are passed on to the consumer on demand. The wholesaler also advances the necessary credit—i.e., finances the transaction. He secures the large-quantity prices, and the advantages of car-load freight rates. Manufacturers cannot supply retailers promptly direct from factory, and their only reasonable method is through these distributing depots—the jobbers; not only because of more prompt delivery but the service to manufacturer, retailer and consumer is less expensive when the wholesaler is employed than through any other medium.

I think I have clearly shown that the jobber renders service and no small amount of it, and he is fairly entitled to something in the way of toll. About the only question that remains is whether he takes an unreasonable amount of toll—whether he is able to force the retailer and finally the consumer, to pay unfair wages for service rendered.

In answer: Can you point out any who have made large fortunes in it. Some, of course, are comfortably well off, but the bankers tell us continually that there is not another line of trade, industry, or commerce, involving equal capital, that does not bring a larger pro rata return than does the business of jobbing food products.

The average net profit of the wholesale grocer does not amount to more than a hardware man's cash discount. In other words, his profits do not exceed two to two and one-half per cent. on his turnover. Many are making less than that.

If we were to give the retailers a cash discount of one per cent., and if our own cash discounts were cut off, we should eliminate our profits.

The business of which this can be said certainly cannot be rightfully accused of taking an unfair toll for services rendered, and those services have been proved indispensable to the retailer and the consumer.

Our service, then, might be said to consist of being "Merchandise-Bankers," "Money-Bankers," "Financial Educationalists," "Transportation Solvers," and one of the economical Trinity of Distribution—i.e., Producers and Jobber and Retailer. And for this service we take a toll equal only to a reasonable cash discount.

In dealing with this matter I have only attempted to follow along the lines of service to the public as supplied by the jobber of food products, but I have no doubt at all that the "middleman" or jobber of any other lines can prove as conclusively that they are as fully justified, on account of service rendered, to take the toll they do for bringing within reach of the retailers and consumers the various goods in which they are interested.

The discussion which followed the addresses was participated in by many of the merchants present. One of the chief points brought out by some of the speakers was the desirability of greater efforts to do away with selling in retail quantities or direct to the consumers by wholesale houses. Assurance were given that the Wholesale Grocers' Guild of St. John were doing their best to get away from this practice, and the executive promised stronger endeavors to convert the wholesalers in other centres.

The publication of wholesale price lists of groceries and other provisions in the daily papers was protested against, as an injury to the retailer and of no benefit to the wholesaler, and this matter was referred to the executive for action.

In the evening the visiting members were entertained by the local men at a banquet. President A. Murray acted as toast-master, and speeches were given by Lieut.-Col. J. L. McAvity, Lieut.-Col. P. A. Guthrie, Major G. G. Corbet, all of whom told of their experiences at the front; A. E. McSweeney, of Moncton; Mayor Hayes and City Commissioners Wigmore, Russell and Fisher, of St. John; Robert Strain, of Woodstock; W. P. Jonah, of Moncton; W. E. DeWolfe, of St. Stephen; F. W. Daniel, of St. John; J. W. Seovil, of St. Stephen; A. O. Skinner, of St. John; and A. P. Dewar, of Milltown.

In the course of his address the president, A. Murray, said:

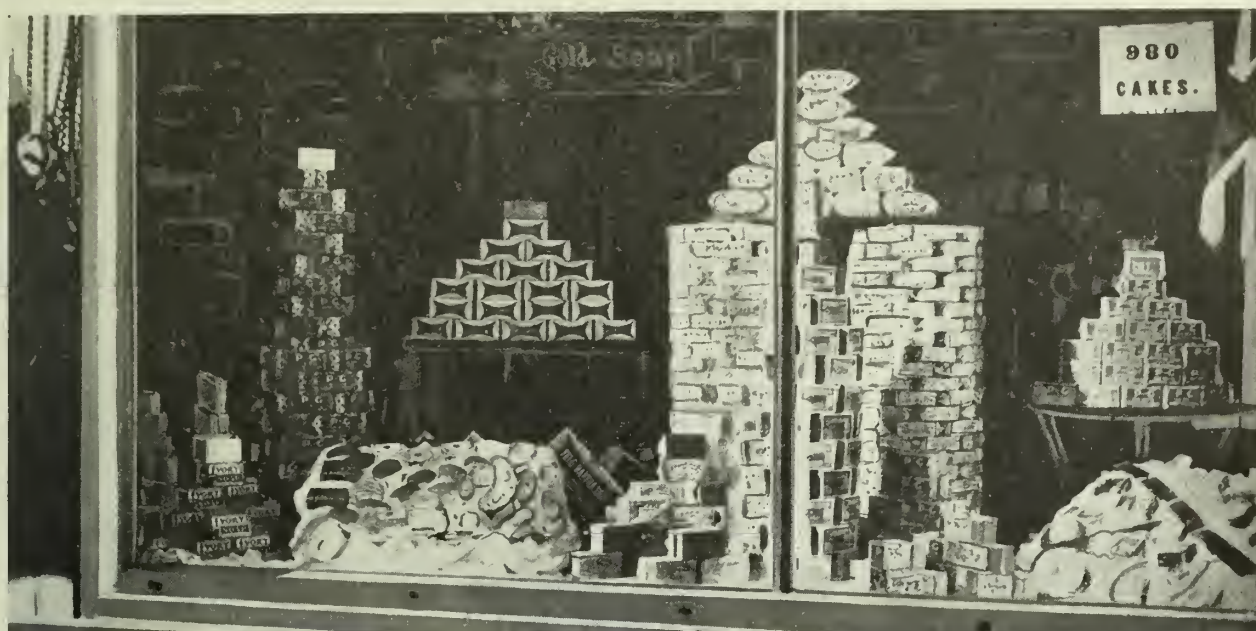
"Never in the history of the retail merchandising has there been more need of the great spirit of co-operation than there is to-day. I want to explain to those who are not of the trade just what the association stands for. It is not for the purpose of fixing and governing prices, but it is rather to work out many things which our association and our complete co-operation could help us to achieve.

"To accomplish the best results it is necessary that we have confidence in our fellow-merchants. We must be honest in the things which we ask him to assist us in bringing into force, and we must be in every sense fair to him. We must realize that he is not an enemy. We must realize that by working together we can achieve results which we cannot possibly attain if we work from an individual point of view.

"The retail merchants of New Brunswick pay a very large portion of the taxation, and they certainly are the ones who are responsible for the benefactions and gratuities which the public demand. Why should they not fill a larger place in so far as consideration is concerned in the life of our cities and our province, and if they will join together in an association such as ours, it will assist in making it strong and powerful. That certainly will be the foundation of untold good, not only to themselves, but to the community at large, and the solid opinions of men engaged in occupations scattered all over the province will certainly do much to elevate the tone of our public life and help in improving all its conditions."

During the convention copies of THE CANADIAN GROCER, containing reports of the Winnipeg Convention of the R. M. A., were distributed, and were much appreciated by the delegates.

Making Good on Handling Soaps



Bell Bros., of Elora, devoted a window exclusively to soap, with good results.

Soap is Sometimes Under-Estimated as a Profitable Line Because It Is a Staple—Requires Stimulus Now and Then—Methods of Sarnia Grocer



IN a recent issue of CANADIAN GROCER, a symposium of grocers showed what twenty-five articles were most in demand in their grocery stores. One article which was never placed first in order of importance, but which seemed to run about third or fourth or fifth in the opinion of very many grocers, was soap. It maintained an early position in a great many replies sent in. Reply after reply showed that grocers considered it not only an article much called for, but also one in which they had quite a respectable turnover and good profit.

It is probably true that grocers do not pay sufficient attention to this line. Soap is a line for which there is a steady demand all the year round, and yet it is a line which lends itself admirably to special and seasonable selling. This last few weeks, for example, have been an excellent time for selling soap. People who were away all summer (and there were bunches of them this year, according to the summer hotel people) came home to a house somewhat neglected and in need of a good house-cleaning before winter, with its closed doors and tightened windows, set in. Fall house-cleaning, indeed, is still in progress in thousands of homes. One pre-requisite is soap, for though we have

many modern commodities which help the housewife to clean up the house, none of them make soap indispensable, and none of them, in all probability, ever will. Soap has been a leading line with grocers since Eve bought her groceries—and presumably she did.

Conversation with different men in the trade seems to elicit the statement that soap is a line which needs a fillip, a boost now and then. Peter Clarke, in Sarnia, for instance, holds this view. He has a busy store and caters to people of all incomes. He does a good business in soaps and kindred lines, but he finds it has to be stirred up now and then.

Has Permanent Show Case

Near the door, so that it will catch the eye of any customer coming in, is a show case displaying various kinds of soap. Sometimes it is devoted exclusively to toilet soaps; it was when the writer visited Mr. Clarke. At other times, kitchen, as well as personal soaps, are displayed. The customer cannot miss this show case as she enters the door. It stares her in the face and fulfills the function of the silent salesman; it reminds her that her stock of soap should be looked to and improved.

Mr. Clarke has only recently tried out

the selling of toilet soaps and he has found it a fruitful line to show.

"I didn't always handle toilet soaps," he said, "but I found enquiries were coming every now and then; not many, it is true, but enough to stimulate in my mind the idea that we could do quite a trade in this class of soaps if we went after it. We installed this case near the door, and most of the time toilet soaps have the foremost place, though occasionally we put in ordinary soap too, to give that a helping hand. We all dug in and helped by mentioning this line to customers and got ourselves established as just as good a store to buy toilet lines as the drug store. One thing is important, at least, in my experience. That is, to stick to established and well-known lines. The line you see there now is nationally advertised and therefore the customer comes with a mind already knowing something of this firm's goods.

A Fine Window Display

Bell Bros., of Elora, believe in showing soaps as much as possible, and recently they had a window which was a crackerjack as an agent from this point of view. A picture of it appears on this page. No less than nine hundred and eight cakes of soap were used to

make this display. They were attractively pyramided and stacked. The window, though all these many cakes of soap were used, does not look a bit crowded, but is dressed in such a way that the open spaces serve to bring out the various units of display. Note that both cake and packet soaps were used. Also observe that one brand alone was not displayed; several were included. They were, however, all well known, and lines which the housewife would know something about before she saw them thus displayed.

As for the actual methods of display, it is interesting to see that the trimmer invoked the aid of tables here and there, which give a window a finish and appeal a little out of the ordinary.

This firm evidently believes in stimu-

lating interest in this important line. It is unusual, but it should not be, to devote a whole window to a display of soaps. Probably many grocers have come to regard soap as a staple, a line which is perennially in demand, and therefore one in which some trade will come, anyway. They therefore leave it at that, but they don't get out after it. Yet, if a grocer is really live and progressive, he will play no favorites. He won't have a campaign for one line and devote time and energy to that, to the neglect of others, just because a certain amount of business in them comes anyway. Soap will be found to be a profitable line, and the bigger business done in it the more amply is the grocer repaid.

goods are allowed to freeze it would be better to keep them frozen, rather than to thaw them out and freeze them again, as every time they thaw out, they are liable to accumulate rust. If the goods are not used until the spring, the cases should then be carefully overhauled and placed where they will dry out rapidly, otherwise there will surely be trouble.

If grocers have goods that are not satisfactory, they should, in all cases, hold them subject to the instructions of the packer, as it is in the interests of everybody that the goods should be examined to ascertain exactly what the trouble is, and it is only by doing this that any defect in packing can be remedied.

Cause of a Leaky Can

A swell or a leaky can is due most likely to an imperfection in the can, or an error in the time given to the processing. Once air gets into the can, decay begins.



Why Canned Goods Spoil

DO you ever find that canned goods which you have stored in your cellar or lumber room do not preserve their freshness?"

A. Chapleau, Ont., reader, wrote CANADIAN GROCER to this effect, and asked the reason why.

"I find so many cases of fruit in the cellar leaking; and why is it that currants and gooseberries are in the worst condition? This fruit is at least two years old. Would this leakage be due to dampness, or has age something to do with the cause?"

In answer to that, it may be said that, given proper containers and proper storage, canned goods will keep in perfect condition for years. The possible trouble with those who find fruit going wrong is that they have the goods stored in a damp cellar. Tin, of course, is very susceptible to rust from dampness, and the rust will gradually eat its way through the tin, allowing the air to enter. A perforation, as fine as the point of a needle will admit bacteria, and cause the goods to spoil. Of course, it occasionally happens that trouble is from the interior of the can; for example, if the coating of tin on the iron is not perfect, the acid will attack the iron and make a small perforation in the tin, allowing the air to enter in this way. This would occur after a period of possibly a year or so.

If the retail merchants would look after their canned goods carefully, and take the trouble to overhaul them at short periods, they would save themselves some money, and would have few claims to make on the dealer or manufacturer. Unfortunately some retailers receive a shipment of canned goods and often dump them into the darkest corner of the store room, and then forget

about them until they are required; sometimes this is six months or a year afterwards, and the dealer is greatly surprised that most of the tins are spoiled, which spoilage has been caused through rust attacking the plate. Every householder uses tin utensils, and has an accurate knowledge as to the action of damp on tin.

As the winter season is approaching, some hints on care of canned goods during wintry weather may be useful.

The Effect of Frost

The question is often asked, "Does frost injure canned goods?" As to affecting their value as a food the answer is "No," but as a general thing canned goods should not be allowed to freeze. With goods, such as corn, peas and beans, the flavor is somewhat affected through freezing, not so much that one not an expert could tell the difference; but there is a difference. On the other hand, the flavor of preserved fruits in tins, and tomatoes, is not appreciably affected by frost. In fact, the writer made a number of experiments with tomatoes especially, and could not discover any impairment of flavor, due to freezing.

However, the greatest trouble with the freezing of canned goods is that the tins will sweat in thawing out, and the water lodging on the cans will cause the tins to rust, and also the labels to become soiled. If these goods are not carefully looked after after thawing out, the rust will, in course of time, eat through the tins and permit air to get into the cans, thus spoiling the contents.

Another thing to remember is that when canned goods are frozen, they are usually bulged, but as soon as they are thawed out, the ends will snap back.

If, owing to lack of storage, canned

HOW GROCERS FIGURE PROFITS

(Continued from page 18.)

A. N. Mack, Mill Village, N.S.—We always figure profits on the selling price. This method is always followed. When we find any goods selling slow or not selling at all, we reduce the price low enough to move them. We figure to get from twenty to twenty-five per cent. profit on most goods, but can get only from 5 per cent to 10 per cent. in flour, feeds, sugar, and heavy lines of that kind.

A. N. Whitman & Son, Ltd., Canso, N.S.—Profits are figured on the selling price. We follow this method as far as possible. Old stock is not allowed to accumulate, but is worked off at reduced price sales as soon as it shows signs of sticking. Our percentage of profits differ with different lines, as it is very hard to lay down any fixed percentage.

J. A. Cutliffe, Fredericton Sta., P.E.I.—Profits are figured on the selling price. This is followed in every line. We lower our prices so as to carry no old stock. We figure on making 30 per cent. profit on all lines except flour and feeds, on these, 10 to 15 per cent.

D. K. McKenzie, North Sydney, N.S.—Profits are figured on the price at which we sell. All lines are handled in that way, when possible. Flour and feed are exceptions. We handle about a carload of feed and flour a month, making between 7 and 10 per cent. profit. We do not lower price on old stock, for we turn stock over often, lots of it once a month. As to profits, we figure on getting 20 per cent. on some lines, such as teas, coffees, biscuits and oil. We don't average more than 7 per cent. on flour and feeds.



THROUGH OTHER SPECTACLES



THE PTOMAINIE POISONING CASE.

(From *The Grocer*.)

In the summer season it is a common occurrence to find paragraphs in the daily press announcing the deaths of persons, the cause of which is often mistakenly put down in the heading of these reports as "ptomaine poisoning." A case in point occurred recently at Birmingham, where two children died after a Sunday dinner of pork, duck and green peas. The coroner, in concluding the inquest, distinctly stated that there was nothing in any of the food which stood out as tending specially to cause the tragedy, and that evidently some germ which worked slowly did the mischief. This is apparently a very straightforward way of explaining the position, and yet we find in the daily press the statement that the children died of ptomaine poisoning. It is very unfortunate that this description of the cause of death should be given, as the coroner distinctly stated that it was apparently not due to the food that had been eaten. It is, of course, very desirable that every seller of food should take care to protect himself by insurance against such claims. At the same time it is very unfair that the public mind should be thus unduly alarmed as well as misinformed. This sort of thing has been common in the United States, and we understand that the Canners' Union of the United States made a series of investigations into over 200 cases of alleged ptomaine poisoning and found that in every instance the allegation was inaccurate. A correspondent who calls our attention to this matter explains that he himself has investigated several cases in which a newspaper report stated that the unfortunate victims died as the result of ptomaine poisoning, and yet the medical report distinctly stated that it was not possible to find that the deaths were due to poisoning from food; they were generally due either to individual internal troubles which set up alarming symptoms on the consumption of food, or to improper feeding. Grocers' associations might usefully undertake the prompt investigation of newspaper statements that deaths are due to ptomaine poisoning.

GREAT ACTIVITY IN INDUSTRIAL LINES.

(From *The Tradesmen*.)

The hesitating spirit which was noticeable in business circles a few months ago has been changed by the vigorous renewal of war orders, and other evidence that the foreign demand upon our industries is not likely to cease at an early date, according to the monthly report of the National City Bank of New York. The great buying movement early in the year put enough business on the books in most lines to assure activity throughout 1916. Then came a lull, and a disposition to prepare for the end of the war and lower prices, but on August 1, in the opinion of competent judges, the prospect looked more like two years of war than it did a year ago or at the beginning. The effect was to start a new buying movement in steel and other commodities and to stiffen prices. With no material change in the situation the next few months would see the country's industrial capacity sold out practically to the last quarter of 1917.

Upon general principles the business man dreads uncertainties, and so common opinion looks to the end of the war with apprehension. The farther away it is the better we will be prepared for it, is the reasoning. We are reducing our foreign debt, getting our goods into

new markets, developing new industries, paying off debts and accumulating capital. Surely we are strengthening our position. These are positive gains and outweigh a good many apprehensions and warnings. Prudent people, however, cannot forget that the longer present abnormal conditions prevail the further we shall get from the natural state of industry and trade to which we must return when the war is over. Wages are still advancing and the process of adjustment to temporary conditions is still going on. It is not comfortable to feel that we are working under an unnatural stimulus, and that every month of these conditions will make the following reorganization more difficult.

The crops generally over the country are a disappointment, though Nebraska averages up well. We have been favored with two extraordinary crop yields since the war began, and in the natural order of things could hardly hope for more. We are far from a crop failure, but the yield is sufficiently short to make prices higher for consumers, and they were already high enough to intensify the demands for more wages.

Advices from the agricultural districts are generally confident that the buying power of the farmers will not be seriously impaired. This is particularly true of the spring wheat territory of the northwest, where crops are now so diversified that injury to wheat is not so serious as it was a few years ago. Fortunately there is an unusually good outlook for corn in this territory.

High prices for cotton are disturbing the cotton goods trade, but with employment so complete throughout the industries there is not likely to be much curtailment of the demand. The high cost of living which is foreshadowed for the coming year will be a serious matter if there shall be an interruption.

TELL IT ON THE LABELS.

(From *The Canning Trade*.)

Most canners put out several grades of goods. There may be four or five varieties of corn, packed in the same factory. There may be at least five varieties of tomatoes; perhaps three or four grades of string beans, at least four grades of peas. There are five or six grades of salmon packed every year by western packers.

Now suppose a shopper, attracted by the low price of a canned article, buys and is not pleased. The particular brand of that article suffers in the estimation of the buyer, in consequence. How is the buyer to know that by paying a slightly higher price, he or she could have bought a perfectly satisfactory food product put up by the same firm?

Why not tell the whole story in each label? Why is it not good salesmanship to let the buyer know just what he is getting, and what he can get if he wishes to pay more, or less as the case may be? Would it hurt any canner to put on each grade of his product a frank statement as to where it ranks in the commercial trade? He makes no secret of the fact when he sells to the jobber or when it goes to the retail grocer. Why not pass the truth down, all along the line?

It is a poor job trying to hold any class of trade without telling the truth. The franker a dealer is, with his customers, the more he can count on their friendships. The man who tries constantly to cheat his customers never grows rich at it, in these days of a constantly growing demand for trustworthy food products. And we predict with a great deal of certainty that the time is coming when the

most popular brands of foods will be those which are sold under labels that will tell exactly what they are.

For example, a can of corn will explain how canned corn is graded, and just why, and will tell exactly what grade that particular can contains. Canned peas will also have their labels, explaining how peas are graded, and what grade that particular can contains. Yes, even cheese will some day be sold with labels telling of the grade, the amount of fats in percentages will be stamped on butter tubs or prints; and the factories which are the first to make this appeal for public confidence will gain tremendously by having the courage of their convictions that it is safe to trust the public to reciprocate that sort of confidence.

TO SHIP FRESH FISH BY PARCEL POST.

(From *The Modern Merchant and Grocery World*.)

It is reported that some of the large wholesale dealers in fresh fish will shortly try the method of shipping fresh fish by parcels post, after the system which has been in successful vogue in England for several years. The English fish men ship direct to consumers, but it is understood that the American jobbers will first attempt to ship to retailers. They contend that the sale of fresh fish is very poor in the inland, because of the difficulty of getting supplies. If the business could be built up there, the entire industry would be benefited.

In England the main center of the parcels post fish business is Grimsby, where a group of fish merchants devote themselves to this special business, dispatching daily hundreds or even thousands of parcels, the majority of which are less than six pounds in weight when fully packed for shipment. These packages go forward either by passenger train under a special low rate for small parcels granted by the railway companies (this service being analogous to that of express companies in the United States) or by parcels post.

Only the freshest fish are selected for this sort of shipment.

Those who have studied the matter say there is no reason why fresh fish cannot be sent by parcels post in this country.

THE SUGAR SITUATION.

(From *Grocer and Tradesman*.)

Whether European peace comes early or not, high prices are likely to prevail in the sugar market for some time to come. Peace will serve only to bring into greater prominence the utter dependence of foreign countries upon the American market for their supplies of sugar. Unlike other commodities for which the war has created an abnormal demand, sugar is a necessity at all times and to all people. The destruction of mills, the ravaging of fields and the slaughter of workmen have put it completely out of the power of the foreign sugar producing countries to supply any of their own or the world's needs, and this condition is, in our opinion, likely to continue for several years after the war ends.

American refiners are now supplying practically all Europe—England, France and Switzerland. Greece and other countries which formerly drew their supply, a part at least, from Continental Europe, now depend on the American market and, as a consequence, the price of sugar has risen to a degree which insures a comfortable profit.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Maritime Provinces

William S. McDonald, New Brunswick manager of the Imperial Tobacco Company, died at St. John on September 18, after nearly two years' illness.

Quebec

Nand & Gilbert, grocers, Montreal, have dissolved partnership.

Quite unexpectedly, as the result of a severe cold, with rapid complications, Mr. John Donaldson Duncan, prominent in the dairying business in Montreal, died early last week. He had been for thirty years in the business.

The Montreal Housewives' League will send a delegation to the semi-annual meetings of the Montreal Milk Suppliers' Association to keep advised of the transactions of that body as regards price movements, etc. The president of the Milk Suppliers' Association may address a meeting of the Housewives' League in Montreal this fall.

Ontario

Fred Fowler, Ottawa, has sold his grocery business.

Kerr & Burt, grocers, Toronto, have dissolved partnership.

Mrs. M. Gibson, Hamilton, has sold her grocery business.

The Canadian Creamery Co., Toronto, admitted new partner recently.

Daniel Beatty, Westboro, suffered loss to his grocery business by fire.

S. Cowan has succeeded J. J. McMurray, Toronto, in his grocery business. The St. Thomas Dehydration Co., Ltd., St. Thomas, suffered loss by fire recently in their fruit evaporators.

Robinson Bros., Orangeville, have sold their grocery business to H. A. Duke & Son.

T. A. Brown, Ottawa, is going out of his hotel and is starting in the grocery business.

Jos. Hendon, grocer, Ottawa, has opened a branch store and added cigars, etc.

The Nobility Chocolates, Ltd., is incorporated, with capital of one hundred thousand dollars, divided into one thousand shares of one hundred dollars each. The head office of the company to be situated at St. Thomas, and the provisional directors of the company to be P. H. Kolb, C. Durdle and T. Roy.

The Swift Canadian Co. have established a pension fund for all their employees throughout the Dominion, numbering upwards of 2,000. The company

are furnishing all the funds required, no burden being placed on the worker. The pension is limited to \$5,000 per year for each person, and no pension shall be less than \$240 per year. The widow and children of an eligible employee shall receive one-half of the pension to which an employee shall be entitled at the time of his death.

James Graham has purchased the business of Mitchell & Rowe, 143 Fairmont, Montreal.

M. J. A. Bouvier, 329 Plessis, has sold his business to his cousin, L. A. Bouvier, the firm to continue under the new initial.

St. Catherines.—The bakers of St. Catherines declare they must get sixteen cents a loaf for their bread or else go out of business, owing to the rising cost of material and labor.

Mr. Frederick Wurster, Preston, Ont., is now settled in new store recently completed, Mr. Wurster is the oldest merchant in town and has seen many come and go during his term of business.

Matthew MacFarlane, one of the oldest and most respected business men of Ridgetown, Ont., died suddenly on September 19. He ran a general store business until a year or so ago, when he retired.

Ontario bakers have been notified by Jos. E. Rogers, superintendent of the Provincial Police, that they must make loaves of a uniform weight of one and one-half pounds. This notice has caused the raise in the prices of bread in many places where a smaller loaf was being sold.

M. and E. A. Robinson have sold their grocery business on Broadway, Orangeville, to H. A. Duke & Son, well known residents of that town. E. A. Robinson, one of the partners, will go on the road as traveller for the Beach Foundry Co., while M. Robinson will start a produce business in that town.

Western Provinces

John Reid, Winnipeg, is discontinuing his grocery business.

Jacob Rooner, Winnipeg, has succeeded J. Froomkin in his grocery business.

Richard Robinson, Carlyle, has discontinued his grocery business.

Major Codville has left with the 144th Overseas Battalion for England.

R. B. McLean Co., Ltd., have purchased the grain and fuel business of L. G. Talbott, Alsask.

E. W. Aikens has moved his grocery store from Banff to Exshaw, Alberta.

Robert Alexander, of the No-Vary Products Co., Grand Forks, N.D., was in Winnipeg last week, leaving for the east on Tuesday.

Anderson's Grocery, corner 101 and 107th streets, Edmonton, has secured the store next door, and made the two into one, giving a total frontage of 33 feet.

The Ogilvie Flour Mills Co., declared a bonus of 4 per cent. for the year ending August 31 last, at a recent meeting of the directors held on Sept. 18.

Owing to the advance in the price of flour, bakers in Melfort, Sask., will in future sell 1½-lb. loaf instead of the regulation 2-lb. loaf, as called for in the town by-law.

Lieut. L. E. Nicholson, son of E. Nicholson, buyer for the Mutual Purchasing Co., Winnipeg, has sent home a graphic description of a Zeppelin, which he recently witnessed in England.

Archie Bouey has gone to Saskatoon to handle Gold Standard products for the Codville Co., and J. E. Horne, who has been doing this work, is temporarily transferred to Medicine Hat.

John A. Simpson, for many years a member of the Legislature of Alberta, died at Innisfail, Alta., on Sunday, Sept. 10. He owned a general store at Innisfail, and was mayor of the town.

The Hon. Robert Rogers addressed the Canadian Credit Men's Trust Association at the Fort Garry Hotel, Winnipeg, on Sept. 21, taking as his subject, "Some of the Problems Confronting Canada During and After the War."

Two widely experienced grocery clerks have been engaged by the Good Co., of Lethbridge, Alta.—H. G. Stearns, with experience in Iowa and Alberta, and Archie McMurehie, a grocer for 15 years in Scotland and at Patterson's, Winnipeg.

F. E. Simonton, credit manager for the Red Deer Grocery Co., has returned from trips along the railway lines out of Red Deer and reports crops looking very fair. Potatoes are all right; the frost did them good rather than harm in most places. The finest fields of wheat he saw were west of the bridge at Everts, where it reached to the top of his auto. He is disposed to think the frost will affect the grades on wheat, and perhaps barley, in most sections.

Flour and Oats Firm at New Prices

Further Advance of 20c. per Barrel this Week—Rolled Oats also Higher—Molasses Firming Up—Shelled Walnuts Advanced—Currant Situation Complicated—Canadian Fruits Now Selling.

Office of Publication, Toronto, September 28, 1916.

FLOUR quotations remain firm at the further advance of 20c per barrel, which took place this week. All wheat products and cereals are showing additional firmness. Further advances on flour are predicted in some quarters. Rolled oats have also advanced 20c. Advances took place during the week on some lines of canned goods, lard, butter, eggs, lamp chimneys, cotton clothes line, English salt, shelled walnuts, coal oil. Rice remains low as compared with the price of other somewhat similar foodstuffs. Sugar remains steady locally, but there is a tendency in some quarters to expect increased prices before long. The foregoing view is held by a number of jobbers, although some authorities do not incline to the idea that a rise in price is inevitable. The market is very erratic, and predictions are at a discount. Higher prices are looked for on molasses. The demand for corn syrups is active and prices are firmer. Shelled walnuts have advanced 2c per pound. The currant market is very unsettled. The primary market is up 4 shillings this week, it is claimed. Importers have had great difficulties in securing replies to cables, owing to internal complications in Greece. Lake fish are in good demand. The Jewish holidays have stimulated the demand for many kinds of fish.

Quebec Markets

Montreal, Sept. 26.—With a 20-cent per barrel rise in flour to begin the week with, prices in general joined gently in the jumping exercise that seems fashionable at present. All wheat products and cereals firmed up. Beans, peas, and barley showed similar inclinations. Canned goods rose also. Pure lard increased by another half cent per lb., making 1c in the past fortnight. Fish cakes went up a cent a pound. Coal oil shared in the market advance, and was quoted at 2c per gallon higher by large wholesalers. Lamp chimneys duly advanced 5c per dozen. Cotton ropes also rose by 2c per lb. An increase of 10c per bag was recorded by one large firm of wholesalers in English coarse salt. Canadian salt is unchanged. Tea, responding to the big demand of the Allied troops, which consume some 13,700,000 lbs. per annum, has firmed a little in price, but is still one of the commodities which like coffee are good and also low-priced. Rice is a really valuable food, which remains right down to this week at a low price on the market as compared to every other similar foodstuff. Sugar was steady this week.

CANNED GOODS.—Again advances in canned goods, although the canners have been strenuously coping with the scarcity, already only too apparent. Tomatoes "3's" went up 5c to \$1.45 a

case. Corn also rose 5c to \$1.15. There was some inquiry for U. S. canned goods of these kinds, and also for peas, but apparently prices asked by the American firms appeared unprofitable for Canadian jobbers. Reports from some sections of New York and Maryland were to the effect that crops were disappointing, and the U. S. supply seemed uncertain. A big advance—50c per case perhaps—is believed possible for pinks within a few days. Red Sockeyes are very scarce, and old stocks of salmon are believed to be light generally, though some large retailers have enough they believe to carry them over the winter. In regard to the canning of Canadian tomatoes the outlook was slightly more hopeful at the beginning of the week. Frost had held off. The canners were doing their very utmost, and it was declared that 90 per cent. of the orders for peas in the can would be filled for certain, while the pack would in general run well above 40 per cent.

SUGAR.—While there is a tendency on the part of jobbers to expect increased prices in sugar before long owing to the trend of the market in New York, manufacturers do not entirely incline to the idea that a rise in prices is inevitable. The prices for the present week, at all events, remain unchanged, and although firmness is the characteristic of the market, these prices may prevail for a little longer. All in touch with the market agree as to the very erratic state of affairs prevalent, and predictions are at a discount, since no one can tell with

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—

Apples plentiful.
Canadian pears in demand.
Vegetables cheaper.

PRODUCE AND PROVISIONS—

Lard goes up again.
Boiled hams cost more.
Poultry steady.
Butter firm in price.
Cheese firm.
Eggs less plentiful.

FISH AND OYSTERS—

Holiday demand for fish.
Sea fish scarcer.
Lake fish in better supply.
Fish prices firm.

GENERAL MARKETS.

Molasses firmer priced.
Nuts still firm priced.
Coal oil up.
Canned goods up.
Rice at easy prices.
Dried fruits up.
Dried vegetables firmer.
Flour and cereals up.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—

Butter higher by 1c.
Lard and shortening up.
Cheese steady; no change.
Eggs up a cent.

FLOUR AND CEREALS—

All flours up.
Wheat is the cause.
Rolled oats higher.
Corn products firm.
Peas in demand.

FRUIT AND VEGETABLES—

Peach prices drop.
Potatoes little easier.
Marrow is selling.
First cranberries arrive.

FISH AND OYSTERS.

Whitefish lower.
Halibut scarce and up.
Oysters sell well.
Hotel trade is good.

GENERAL GROCERIES—

Currants higher in Greece.
Shelled walnuts up.
Apricots higher.
Beans very firm.
No change in tea.
Brazilian coffees easier.

MANITOBA MARKETS.

FLOUR AND CEREALS—

First patents still \$8.30.
Wheat tends up slightly.
Rolled oats firm at \$2.60.
Package oats selling well.
Feed situation still acute.

PRODUCE AND PROVISIONS—

Live hogs \$11.75-\$12.00.
Butter unchanged but firm.
No. 1 candled eggs up to 32c.
Lard and cheese unchanged.

FRUIT AND VEGETABLES—

Cantaloupes decline to \$4.00.
Jamaica grapefruit open at \$9.00.
Elberta peaches at \$1.10 crate.

FISH AND POULTRY—

Steak cod jumps to 13½c.
Poultry arriving better.
All fish scarce except pickerel.
Winnipeg whitefish now 10c.

GENERAL GROCERIES—

Tomatoe and corn prices expected.
Cheap tomatoes offering here.
Canned pumpkin getting scarce.
New Jap fancy beans to open \$5.00.
Evaporated apples going up.
Local prunes jump ½c per lb.
Advance in sugar expected.

certainly how the prices of to-morrow may trend.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	7 40
20 lb. bags	.....	7 50
2 and 5-lb. bags	.....	7 70
Extra Ground Sugars—		
Barrels	.....	7 75
50 lb. boxes	.....	7 95
25 lb. boxes	.....	8 15
Yellow Sugars—		
No. 1, 100 lb. bags	.....	7 00
Dark yellow, 100 lb. bags	.....	6 80
Bright coffee, bbls. only, cwt.	.....	7 25
Powdered Sugars—		
Barrels	.....	7 55
50 lb. boxes	.....	7 75
25 lb. boxes	.....	7 95
Paris Lump—		
100 lb. boxes	.....	8
50 lb. boxes	.....	8 10
25 lb. boxes	.....	8 30
Crystal Diamonds—		
Barrels	.....	8 00
100 lb. boxes	.....	8 10
50 lb. boxes	.....	8 20
25 lb. boxes	.....	8 40
Cartons	.....	9 05
Half cartons	.....	9 75

*Not new prices; have been in force some time.

TEA.—Modifications are required for last week's Montreal report on tea. It is still possible to get siftings and fanings of Japan teas, though at enhanced prices, for in Japan the supply of these is scarce, as the demands of home consumption are considerable. Prices of Japan fanings and siftings are about 2c per lb. higher than last year for this reason. Regarding black teas, the market for the best Ceylons and India teas is firm, with prices unchanged, and an increased demand, especially for the better grades. There are plentiful supplies of the cheaper grades of Japan teas. With exports from Japan normal and at reasonable prices, the higher grades should show very good values indeed in a few weeks. In the Province of Quebec, there has been observed of late by tea merchants a distinctly increasing demand for teas at 25c and up to 38c per lb.

Pekoe Souchongs, per lb.	.....	0 23	0 25
Pekoes, per lb.	.....	0 25	0 28
Orange Pekoes	.....	0 26	0 31

COFFEE.—No great change is to be reported in the market situation as regards coffee for the present week. The market for some time has been feeling the effects of the exodus of population from the West, where the per capita consumption of coffee is largest in Canada. Demand out West distinctly showed dropping off, due to this. An impression that this is an improving situation now exists in some quarters. Low grades and Rio coffees were found a little difficult to obtain in some quarters, and there was not any too much spot stock in sight for those in search of these qualities. Prices were as last week steady and not showing any permanent firming up.

Coffee, Roasted—			
Bogotas, lb.	.....	0 27	0 31
Jamaica, lb.	.....	0 22	0 24
Java, lb.	.....	0 33	0 36
Maracaibo, lb.	.....	0 22	0 23
Mexican, lb.	.....	0 27	0 28
Mocha, lb.	.....	0 33	0 36
Rio, lb.	.....	0 18 1/2	0 21
Santos, Bourbon, lb.	.....	0 23	0 24
Santos, lb.	.....	0 22	0 23

SPICES.—All peppers are in a firm and firming market. Some varieties,

such as Alleppey and Tellicherry, are particularly hard to obtain, though New York has quotations for small lots of these at 18 1/2 to 18 3/4 spot to the jobber. Both black and white peppers are stiffening gradually, and supplies are not plentiful. New York spot prices in these goods, also cloves, pimentos, nutmegs, cassias and gingers are all below future arrivals, because New York bought heavily early, not anticipating the difficulties which have contributed to the great hardening of the primary markets. There is a steady and increasing demand for good grinding red peppers. For carraways 40c is being asked in Montreal for small quantities.

	5 and 10-lb. boxes.	1/4-lb. pkgs. dozen.	1/4-lb. tins lbs.
Allspice	.....—0 16	.....—0 09	.....—0 23
Cassia	.....—0 27	.....—0 87	.....—0 37
Cayenne pepper	.....—0 28	.....—	.....—0 35
Cloves	0 30—0 32	.....—0 90	.....—0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochín	.....—0 25	.....—	.....—0 31
Ginger, Jamaica	.....—0 28	.....—1 15	.....—0 29
Mace	.....—0 80	.....—	.....—0 100
Nutmegs	0 45—0 45	.....—0 45	.....—0 90
Peppers, black	.....—0 28	0 85—0 93	.....—0 38
Peppers, white	.....—0 35	1 15—1 20	.....—0 37
Pastry spice	.....—0 22	0 95—1 20	.....—0 29
Pickling spice	0 18—0 22——
Turmeric	0 21—0 23——
Lower prices for pails, boxes or bails when delivery can be secured.			
Cardamon seed, per lb., bulk	.....	2 00	2 50
Caraway—			
Canadian	.....	.....	0 13
Dutch	.....	.....	0 20
Cinnamon, China, lb.	.....	0 14 1/2	0 16
Mustard seed, bulk	.....	0 19	0 23
Celery seed, bulk	.....	0 36	0 46
Shredded coconut, in pails	.....	0 21	0 23
Pimento, whole	.....	.....	12-15

NUTS.—The market for nuts has been very firm and continues so. New crop shelled almonds are due from Spain pretty soon, being scheduled for shipment October 1, and these are being quoted to the jobber at 36c f.o.b. Spot goods to the jobber are 36 1/2c, so that retailers may look for firmer prices than the presently quoted 40-42c. New crop Tarragon almonds, October shipment from Spain are quoted at 19c to the jobber and spot goods 19 1/2c. New Grenoble walnuts will be shipped from France in November, and are being quoted at 17c to the jobber. Spot goods are scarce. A few Marbots are to be had at 15c. New prices to the jobber were quoted for shelled walnuts from California from 12 1/2c to 17 1/2c. Shelled walnuts on the spot are being quoted at 37c to the jobber, and the whole market for nuts in the shell and shelled is very firm.

Almonds, Tara, new	.....	0 19	0 20
Grenobles	.....	0 18	0 19
Marbots	.....	0 13 1/2	0 14
Shelled walnuts, fresh cracked, lb.	.....	0 40	0 42
Shelled almonds, 28-lb. boxes, per lb.	.....	0 40	0 42
Sicily viberbs	.....	0 18	0 19
Filberts, shelled	.....	0 40	0 40
Pecans, large	.....	0 19	0 20
Pecans (Texas shelled)	.....	.....	0 60
Brazils, new	.....	0 15	0 16
Brazils (shelled)	.....	.....	0 65
Peanuts, American, roasted	.....	0 09	0 12 1/2
Peanuts, No. 1 Spanish, shelled	.....	.....	0 10
Peanuts, No. 1 Virginia, shelled	.....	.....	0 09 1/2

MOLASSES.—Higher prices are looked for in molasses, and stocks of Barbadoes appear to have been drawn upon till they are out of sight. The impression on the market is that prices will now firm up steadily until the new crop comes in view about February 15th. One job-

ber in close touch with the molasses situation ventured to predict that molasses would touch 65c per gallon wholesale before November 1st, and expressed himself with every confidence. The demand for corn syrups is active in sympathy with that for molasses, and prices are firming. Prices quoted for molasses, fancy Barbadoes in puncheons were 63c, and 66c for barrels. More molasses than ever is being used by distillers now in the manufacture of alcohol, and molasses in cans of all sizes is in a firming market.

Barbadoes Molasses—	Prices for	
	Fancy.	Choice.
Puncheons	0 62	0 59
Barrels	0 65	0 62
Half barrels	0 67	0 64

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

RICE AND TAPIOCA.—Rice to-day, in the opinion of more than one or two merchandisers of foodstuffs, is one of the cheapest foods on the market, and remains so in the midst of rising prices. One large firm of wholesalers in Montreal offered this week a first-rate polished or glazed rice at \$4.20 per bag of 100 lbs. gross and 98 lbs. or over net, with the better price of \$4.10 per bag in larger lots. The price of tapioca, at present quite considerably higher than it was a year ago, shades towards firmness at 8 1/2c per lb. for fall delivery. New York reports refer to shorter shipments in the East, and possibly higher prices still for tapioca.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	4 30
"C.C."	.....	4 10
India bright	.....	4 45
Lustre	.....	4 50
Fancy Rices—		
Mandarin, Patna	.....	4 50
Pearl	.....	5 00
Imperial Glace	.....	5 70
Sparkle	.....	6 30
Crystal	.....	5 00
Snow	.....	5 20
Ice drips	.....	5 30
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).		
Imported Patna—		Per lb.
Bags, 24 lbs.	.....	0 06
Half bags, 12 lbs.	.....	0 06 1/2
Quarter bags	.....	0 06 3/4
Velvet head Carolina	.....	0 08
Sago, brown	.....	0 06 1/2
Tapioca—		
Pearl, lb.	.....	0 09
Seed, lb.	.....	0 10 1/2

DRIED FRUITS.—Currants continue to be the disturbing element on the market at prices double the figure for last June and July, and still firming since the direct steamer expected was cancelled. Supplies via New York are quoted at 1 1/2c to 2c up. Fine Filiatras 15 1/2c, and 16-oz. packages 16 1/2c. Bulk currants in Montreal were selling at 16c, and in 1-lb. packages at 17c. Raisins also were quoted higher by 2c to the jobber for the seeded fruit, and the market for dried fruits remains firm. Candied peel was quoted higher by large wholesalers, an increase of 1c per lb. being asked, shading up last week's prices of 19c to 20c for lemon and orange peel.

and 25-26c for citron peel. Otherwise the dried fruit situation remained as last week, particularly in regard to the California products.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09½
Apples, choice winter, 50-lb. boxes	.....	0 09
Apricots	.....	0 16
Choice, 25's, faced, new crop	.....	0 20
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 09
Pears, choice	.....	0 13½

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	.....	0 25
Lemon	.....	0 20
Orange	.....	0 21
Currents—		
Filiatras, fine, loose, new	.....	0 14
Filiatras, packages, new	.....	0 15

Dates—		Per lb.
Bromedary, package stock, old, 1-lb. pkg.	.....	0 10
Fakis, choicest	.....	0 12½
Hallowee, loose, new	.....	0 09½
Hallowee, 1-lb. pkgs.	.....	0 09

Figs—		Per lb.
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 16 oz.	.....	0 10
Cal. bricks, 16 oz.	.....	0 11
Cal. layers	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 50

Prunes—		Per lb.
30 to 40, in 25-lb. boxes, faced	.....	0 15
90 to 100, in 25-lb. boxes, faced	.....	0 04½

Raisins—		Per lb.
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	.....	3 75
Muscadels, loose, 3-crown, lb.	.....	0 09½
Muscadels, 4-crown, lb.	.....	0 09½
Cal. seedless, 16 oz.	.....	0 12½
Fancy seeded, 16 oz. pkgs.	.....	0 10½
Choice seeded, 16 oz. pkgs.	.....	0 10½
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—Beans, peas and barley are all in a firming market, and not by any means amongst the lower-priced foods of their kind. Rice makes easier buying at present, and with, as is confidently believed by many, better values in food material. Split peas went up 25c per 98-lb. bag in some quarters, and barley also rose 20c to some inquiries, while everywhere there was anticipated firmness as regards beans. Light crops are largely held responsible for the price tendency.

Beans—		Per bushel
Canadian, 3-lb. pickers, per bushel	.....	6 00
Canadian, hand-picked	.....	5 90
Canadian, 5-lb. pickers	.....	5 60
Yellow eyes, per bushel	.....	5 70
Lima, per lb.	.....	0 08½
Peas, white soup, per bushel	.....	3 50
Peas, split, bag 98 lbs., new crop	.....	5 75
Barley, pot, per bag	.....	3 60
Barley, pearl, per bag	.....	4 65

Ontario Markets

Toronto, Sept. 28.—The outstanding feature of all markets this week is the extremely strong tone of the flour market. Advances of 20c and 10c on Manitoba's and Ontario's respectively are portents, at this particular time, that none can afford to ignore. Flour men are frankly bullish; even the most conservative take the view that flour will go higher yet, while one miller speaks confidently of \$10 flour. As long as the integral position of wheat retains its strength, flour must follow, though, at that, flour levels are, pro rata, below those of wheat.

Currents are soaring. A rise of 4s in the primary market was cabled this week. It is an index to the situation, for we are still three months from Christmas. Importers here are in a quandary. Spot stocks are low, and many think no great supplies will get here. New York is served little better in deliveries, and what adds to the general perturbation is that cables pass to and fro time after time without any confirmation. Such a tangle is the international situation affecting Greece.

SUGAR.—The situation remains pretty much the same, Eastern refiners are thought to be amply stocked, and the situation, though steady, cannot be described as strong. Raws are not much in demand from Canadian refiners at the moment, on this account. Demand for trades seems to be unusually light for this time of the year, fruit preserving being either well provided for as far as sugar buying goes, or else done.

The New York situation is steady. Raws are slightly weaker, breaking 1/8 from previous week's levels. 43/4 and 47/8 are ruling. Business on Wednesday was closed at the latter figure. Buyers are evidently holding off at the moment. Nevertheless confidence is expressed in the situation, and one sugar man here thinks the next change will be to higher prices, though he does not expect a forward movement immediately.

	100 lbs.
Extra granulated sugars	\$7 46
Nova Scotia refined	7 36
Yellow, No. 1	7 06
Extra ground, barrels	7 81
Special icing, barrels	7 81
Powdered, barrels	7 61
Paris lumps, barrels	8 06
Assorted tea cubes, boxes	8 06
Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 86
20 lb. bags	7 96
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 76
New Brunswick refined, 100-lb. bags	7 86
Extra Ground Sugars—	
Barrels	8 21
50 lb. boxes	8 41
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lumps—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOSASSES.—The colder weather which started something in the way of a demand last week has given place to warmer again, and this reason is assigned for the slackness in demand for molasses at the moment. 65c, in half barrels, seems to be the present level. Importers regard the present dullness as of a temporary nature only, and thinks the demand will speed up in a week or two.

Corn syrups are active, trade placing

orders for larger quantities than they did at this time last year.

Corn Syrups—		Per 100 lbs.
Barrels, per lb., 3¼c; ½ bbls., 4c; ¼ bbls.	.....	0 04½
Pails, 8½ lbs., \$1.95; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case	.....	2 65
Cases, 5 lb. tins, 1 doz. in case	.....	3 60
Cases, 10 lb. tins, ½ doz. in case	.....	2 9
Cases, 20 lb. tins, ¼ doz. in case	.....	2 85

Cane Syrups—		Per 100 lbs.
Barrels, lb., 5¼c; ½ bbls.	.....	0 05½
Cases, 2 lb. tins, 2 doz. in case	.....	4 81

TEA.—The market this week is somewhat insular, but no real change is to be noted at this writing. Cables regarding the Tuesday auctions in London are not yet to hand. Last week, too late for this column, fine teas were steady, while common and medium were a little easier.

Local demand for bulk teas is somewhat dull at this time. Trade appears to be fairly well stocked. The whole market is rather apathetic and featureless.

Tea requirements for the Forces continue to expand. For the first eight months of this year, 27,000,000 pounds were used for His Majesty's Forces abroad, against 13,750,000 pounds in the corresponding period of last year, an increase of nearly one hundred per cent.

	Per lb.
Pekoe Souchongs	0 23
Pekoes	0 25
Orange Pekoes	0 24
Broken Pekoes	0 28
Broken Orange Pekoes	0 30
Broken Orange Pekoes	0 32

These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.

COFFEE.—Trade is buying coffee more now, according to importers and jobbers alike. One of the latter remarks that the comparison with the buying of a month ago is "surprisingly good." Fall weather, albeit at the moment, there seems to be a relapse to warmer again, is creating a demand for hot drinks, and the call from the trade reflects this.

Prices on all but Brazilians are firmer, notably on Maracaibo and Bogotas. Java is very strong, but not actually up in price. Santos and Rios are again easier, following last week's lower movement. No change in local quotations is noted, however.

Coffee, Roasted—		Per lb.
Bogotas, lb.	.....	0 27
Jamaica, lb.	.....	0 25
Java, lb.	.....	0 33
Maracaibo, lb.	.....	0 25
Mexican, lb.	.....	0 27
Mocha, lb.	.....	0 33
Rio, lb.	.....	0 20
Santos, Bourbon, lb.	.....	0 25
Santos, lb.	.....	0 23
Santos, lb.	.....	0 23
Chicory, lb.	.....	0 13

SPICES.—Pickling spices are still being bought. All spices are in good demand at quoted levels. Caraway seed, after last week's pyrotechnics, is easier again, though no lowering of local quotations has followed. New York is a little off from its previous strength in this line, however. Celery is firmer at last week's prices. Spot stocks are said to be light. Both black and white peppers are in good demand for pickling purposes.

No further news is to hand regarding the proposed duty on Carraway which Holland is said to be thinking of imposing.

DRIED FRUITS.—Following the firmness and advances recorded in currants this week, there has been another advance in the primary market of four shillings, it was learned by cable. The situation locally gets more and more complicated. There are unquestionably few currants here; stocks are low and demand is good, for the trade is recognizing the importance of placing their orders early. But importers' chief difficulty is to get confirmation of their orders to Greek exporters, or, indeed, even any news at all. Cables are over a week in transmission sometimes, and it frequently happens that a week or ten days elapses before cable replies. With the primary market jumping overnight, nobody knows where he is at all. Seriously enough, one importer questions whether we shall get any currants at all in time for Christmas trade.

Evaporated apples are exceptionally firm, and the price is now 9 to 10 cents, an advance of a cent. New lemon and orange peels are in now, and the price is advanced on each one cent, to 20-21c. Many shippers fell down on their contracts; strong, reputable houses at that, and a firm situation exists. Peels at present prices are good buys. Citron is strong, but no higher.

The only apricots selling are choice, and these are 'way up. We quote 19-20c. Fancy and extras are off the market, and unquotable.

Apples, evaporated, per lb.	0 09	0 10
Apricots—		
Choice, 25's, faced	0 19	0 20
Candied Peels—		
Lemon	0 20	0 21
Orange	0 20	0 21
Citron	0 25	0 26
Currants—		
Filiatras, per lb.	0 15½	0 16½
Patras, per lb.	0 16½	0 17½
Vostizas, choice	0 17	0 18½
Cleaned, ½ cent more.		
Dates—		
Packages, 3 doz. in case	3 80	3 90
Golden dates, lb.	0 08¼	0 09¼
Prunes—		
39-40s, California, 25-lb. boxes	0 13	
49-60s, 25-lb. boxes	0 11	
50-60s, 25-lb. boxes	0 09	
60-70s, 50-lb. boxes	0 08½	
70-80s, 50-lb. boxes	0 08	
80-90s, 50-lb. boxes	0 07¾	
90-100s, 50-lb. boxes	0 07½	
25-lb. boxes, ¼c more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09
Std's, 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09¼	0 09¾
Extra choice, 25 lbs., faced	0 10¼	0 10¾
Fancy, 25 lbs., faced	0 10¾	0 11
Raisins—		
Valencia, Cal.	0 09	
Seedling, fancy, 1 lb. packers	0 11	
Seedling, 12 oz. packets	0 11	0 12

CANNED GOODS.—This is a little more favourable weather for the tomato crop, and it may do something to recoup, though it is bound to be very short. Unfortunately, the warmer weather again cannot help corn now. A short crop in that and in peas is assured. Consequent high prices are thought probable for all three vegetables. Little is heard yet from packers as to the dimensions of

the tomato crop. Spot stocks are firmly in demand, in all three vegetables. Salmon continues firm in all kinds, with sockeye very strong and likely to be higher.

NUTS.—Nuts are joining the legion of foodstuffs on the road to higher prices. Shelled almonds are firmly held, and an advance is recorded to 41 and 42. One of the jobbers, well supplied, sells at 40c, but this is unusual, and by no means typical. They cost 37½c laid down here, and it is thought that we shall see much higher prices. Shelled almonds are steady at 40c, with only fair to middling demand. No new Grenobles are here yet. Spot stocks are light and in good steady demand, at ruling prices.

Tarragonas, lb.	0 19	0 20
Marbots, French, in shell	0 15	
Grenobles, lb.	0 18	0 19
Walnuts, shelled	0 41	0 42
Almonds, shelled	0 40	

BEANS.—There is no change and hand picked are away up, but this condition is nothing new to the trade. Nine cents a pound is still being quoted. Last week's frost hampered beans undoubtedly, though warmer weather at this writing may help some. The crop will undoubtedly be late, and the space between the clean-up of the old and the coming of the new higher levels than now will probably rule.

RICE AND TAPIOCA.—Demand is fair to middling for all grades of both rice and tapioca. Patnas are firm and trade is placing orders somewhat larger in bulk than a year ago. There is nothing new as to prices.

Rangoon B, per 100 lbs.	4 30	4 50
Packling rice, 100 lbs.	4 50	4 75
Texas Japans, 100 lbs.	4 75	6 00
Tapioca, per lb.	0 09	0 10

Manitoba Markets

Winnipeg, Sept. 28.—The talk of the trade in Winnipeg concerns sugar. Latest reports in at the time of writing indicated that an advance in Canadian refined was almost inevitable. Believing this, both retailers and jobbers were buying fairly heavy. At the same time, it is realized that much less sugar has been used this year than in previous years for preserving.

The flour market is featureless. With unfavorable weather, wheat has been arriving slowly, which has kept the market up. Rolled oats, both package and bulk, are selling well, and prices maintained. Feeds continue very high.

In the produce and provision market, eggs attract most attention this week, the price for No. 1 candled having jumped several cents. Last week they were offered at 29c, whereas to-day wholesalers are asking 32c. Butter, while unchanged, is still very firm in tone.

Big sales of old pack canned vegetables are being made at very reasonable prices, but quotations are tending upward. It is obvious that new quotations on corn and tomatoes are going to be very high; in fact, canners' representatives here state that the opening prices are likely to be 25 per cent. higher than they were last year. At the same time, there are still fairly good stocks of tomatoes in Winnipeg, and sales are being made at from 2.95 to 3.25.

Local manufacturers report difficulty getting tins for packing purposes, and some are using composite tins, that is, with pasteboard sides and tin tops and bottoms. Cartons and labels have advanced 35 per cent. within the past six months.

SUGAR.—At the time of writing, raws and refined in New York have both advanced appreciably, but no change had taken place in Canadian refined, although it was expected almost any day. As a result of this, both retailers and jobbers are stacking up fairly heavily. There has been some complaint from the retailer that sugar sales have not been what was expected; that with sugar at such high prices, preserving has been abandoned for the present by many housewives. Some time ago, the dealer was only giving 10 lbs. for a dollar, but most of them are now giving 12 lbs. Few of the jobbers seem to have advised retailers to buy when the market first took a slump, preferring to leave it to their own judgment; but now that the market for raws is strong, they are warning the dealers of this fact.

	Per cwt. in sacks
Sugar, Eastern—	
Standard granulated	8 00
Extra ground or icing, boxes	8 85
Extra ground or icing, bbls.	8 55
Powdered, boxes	8 65
Powdered, bbls.	7 75
Hard lump (169-lb. case)	8 25
Montreal yellow, bags	7 60
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 95
Halves, 90 lbs., per cwt.	8 40
Bales, 20 lbs., per cwt.	8 40
Powdered, 5's	8 60
Powdered, 5s	8 85
Icing, barrels	8 60
Icing, 50s	8 80
Cut loaf, barrels	8 90
Cut loaf, 50s	9 10
Cut loaf, 25s	9 15
Sugar, British Columbia—	
Extra granulated sugar	8 00
Bar sugar, bbls.	8 45
Bar sugar, boxes, 5's	8 55
Icing sugar, bbls.	8 55
Icing sugar, boxes, 5's	8 85
H. P. lumps, 100-lb. cases	8 95
H. P. lumps, 25-lb. boxes	9 15
Yellow, in bags	7 60

SYRUPS.—None of the syrups is higher this week, in fact, corn syrup, which was inclined to be firm, may be considered a little easier now, on account of corn, which is a little lower. Very little molasses is moving.

Corn Syrup—	
2s, per case 2 doz.	3 18
5s, per case, 1 doz.	3 53
10s, per case, ½ doz.	3 43
20s, per case, ¼ doz.	3 42
¼ barrels, cwt.	5 05
B.C. Cane Syrup—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, ½ doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For

Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 10
New Orleans	0 37
New Orleans, tins, 24 x 2 lb, case, \$2.35; 24 x 3 lb.	

DRIED FRUITS.—Evaporated apples: Jobbers are being asked a cent per pound more than they were paying two weeks ago. They are being asked as high as 8c for choice winter stock, whereas they are selling their present stocks to the retailer at 7½c to 7¾c for choice 50's, and 8c to 8¼c for choice 25's. The consumption in the West, however, is not as heavy as it used to be on account of California peaches selling so reasonably. Many of the jobbers bought peaches months ago at rather low prices, so that while the market in California is high to-day, peaches are selling very reasonably in Winnipeg. Raisins.—There are a few being bought by the jobber, but most of them have stocked pretty well to the end of the year. Prunes.—The market is stiffening still, and is up a cent in California. Local jobbers have advanced ½c, and the price for 90 to 100 25's is 8c, and for 50 to 60, 10c, and in some cases higher.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07½	0 07½
Evaporated apples, choice, 25's	0 08	0 08½
Evaporated apples, 3-lb. cartons		0 30
Pears, choice, 25's		0 12½
Apricots, choice, 25's		0 14½
Apricots, choice, 10's		0 15½
Peaches—		
Choice, 25-lb. boxes		0 08
Choice, 10-lb. boxes		0 09
Currants—		
Filiatras, wet, fresh cleaned	0 15½	0 16½
1 lb. package Amalias		0 16½
2 lb. package		0 33
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 12-oz. pkgs.		0 08½
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10½
16 oz. choice, seeded		0 10½
12 oz. fancy, seeded	0 06	0 08½
12 oz. choice, seeded		0 07½
Raisins, Muscatels—		
3 crown, loose, 25's		0 08½
3 crown, loose, 50's		0 08½
Raisins, Cal. Valencias—		
25-lb. boxes		0 09
50-lb. boxes		0 09½
Prunes—		
90 to 100, 25c		0 08
40 to 50, 25c		0 10½
Peels—		
Orange, lb.	0 17½	0 18½
Lemon, lb.		0 18
Citron, lb.		0 21½

DRIED VEGETABLES.—Many of the wholesale houses are still waiting for some development in the bean market, having fairly good stocks on hand. Others have purchased Japanese, and are offering fancy Japs at 5.00 to arrive Nov. 1. The price to-day for old stock is 5.30 per bushel, Manchurian beans are expected in a few days, and will open at 4.65. Peas are quiet.

Beans—		
Japanese white beans, hushel	5 00	5 30
Manchurian, bushel		4 65
California Lima Beans—		
80-lb. sacks		0 07½
Barley—		
Pot, per sack, 98 lbs.		3 20
Pearl, per sack, 98 lbs.		4 30
Peas—		
Split peas, stock, 98 lbs.	5 50	5 75
Whole peas, hushel		3 30

RICE.—There is no change here. While it is understood that cheaper tapioca is on the market, there does not seem to be any great change, one house offering Pearl in 160-lb. sacks at a bar-

gain price of 8½c, for a limited time only.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	0 05½	
No. 2 Japan, per lb., 100-lb. bags	0 04½	
Siam, per lb., 100-lb. bags	0 04½	
Patna, per lb., 100-lb. bag	0 07½	
Carolina, per lb., 100-lb. sacks	0 08½	
Sago, pearl, sacks, per lb.	0 08	0 08½
Tapioca, pearl	0 08	0 09

SPICES.—Nutmegs are high; so are cassias, gingers, cloves and peppers, but there has been no change locally to speak of, except in peppers, which are quoted to-day as follows: Ground black, 10-lb. boxes, 30c; ground white, 10-lb. boxes, 37c; whole white, bulk, 29½c; black, 25-lb. pails, 27½c.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 19	0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	0 23½	0 26
Cloves, ground	0 31	0 32
Ginger, Jamaica, ground	0 29	0 32
Nutmegs, ground	0 28	0 30
Pepper—		
Ground, black, 10-lb. boxes		0 30
Ground, white, 10-lb. boxes		0 37
Whole, white		0 29½
Whole, black, 25-lb. pails		0 27½

CANNED GOODS.—Prices on new pack tomatoes and corn are expected here any day. Brokers are given to understand that prices will be 25 per cent. higher than they were last year. As many local houses are offering old pack canned goods at old prices, the demand from the retail trade is very heavy, and local stocks are getting pretty well cleaned up. Corn is offered to the trade at 2.20 in some cases, and as the price to the jobber to-day is 2.28, it can be seen how long this price is likely to last. Stocks of tomatoes in Winnipeg are still fair, the price varying from 2.95 to 3.25. On standard peas, the price varies from 2.35 to 2.70. The first arrivals of salted herring ½ bbls. and pails, are in; the pails are the same as last year, but the half barrels are from ten to fifteen per cent. higher. New cod in one and half-pound blocks is also in, selling for 10½c, and genuine cod in strips at 13c. Canned pumpkin is getting very scarce in Winnipeg, and the new pack is not expected until late in October.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Alta., Sept. 27.—Flour and rolled oats have each advanced 15c per sack. A big advance has taken place in the price of butter. Creamery is now quoted at 39c. No. 1 dairy is quoted at 29c. Advances are expected on lobsters and domestic sardines. A scarcity is predicted of whole dried green peas. There is a shortage of paper bags. An advance of 10 to 15 per cent. on first grade olive oil is expected in the near future. Pot and pearl barley will be higher. California grape fruit is now in, and is quoted at \$6 case.

General—		
Beans, small white Japan, lb.	0 08	
Flour, No. 1 patent, 98's	4 35	
Molasses, extra fancy, gal.	0 77	
Rolls oats, ball	3 00	
Rolls oats, 80's	2 90	
Rice, Siam, cwt.	3 30	

Potatoes, local, per hushel	0 55
Sago and tapioca, lb.	0 09
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.	0 22
Butter, creamery, lb.	0 29
Butter, No. 1 dairy, lb.	0 29
Lard, pure, 5s, per case	10 15
Bacon, smoked backs, per lb.	0 23½
Bacon, smoked backs, per lb.	0 22
Lard, pure, 3s, per case	10 20
Eggs, new laid, per doz.	0 35
Eggs, case	9 00

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Alta., Sept. 27.—Flour has advanced 15c to a basis of \$8.60 per barrel. Local flour is now quoted at \$7.10 barrel. Rolled oats have advanced 15c, and are now quoted at \$3.05. An advance is anticipated in sugar owing to the increase in sugar prices at New York. Butter—No. 1 dairy is quoted at 27c; No. 2 at 25c. No. 1 eggs are now 30c doz.; No. 2, 27c.

General—		
Beans, small white Japan, lb.	0 08½	
Flour, No. 1 patent, 98's	4 30	
Molasses, extra fancy, gal.	0 75	
Rolls oats, 80's	3 05	
Rice, Siam, cwt.	4 50	
Sago and tapioca, lb.	0 09	
Sugar, pure cane, granulated, cwt.	8 55	
Produce and Provisions—		
Cheese, No. 1 Ontario, large, per lb.	0 23	
Butter, creamery, lb.	0 34	
Butter, No. 1 dairy, lb.	0 25	
Butter, No. 2 dairy, lb.	0 24	
Lard, pure, 5s, per case	10 30	
Bacon, smoked backs, per lb.	0 23½	
Bacon, smoked bellies, per lb.	0 25½	
Lard, pure, 3s, per case	10 00	
Eggs, new laid	0 35	
Eggs, No. 1	0 30	
Canned Goods—		
Corn, 2s, standard, case	2 65	
Peas, 2s, standard, case	2 65	
Tomatoes, 2s	3 25	
Apples, gals., Ontario, case	2 00	
Strawberries, 2s, Ontario, case	5 10	
Raspberries, 2s, Ontario, case	5 10	
Salmon, finest sockeye, talls, 48x1s, cs.	10 50	
Salmon, pink, talls, 48x1s, per case.	4 50	

NEW BRUNSWICK MARKETS (ST. JOHN)

By Wire.

St. John, N.B., Sept. 26.—A report issued by the Secretary of Agriculture states that the potato crop is fifteen per cent. less than last year. The quality is good, and these influences have had the effect of strengthening prices, which are already tending upwards. Quotations are now \$2.50 barrel, with advances expected. Flour has advanced 20c, and Manitoba is now quoted at \$9.65 and Ontario at \$8.80. Breakfast bacon is up to 24-25c; roll, 20-21c. Pure lard is firm at 18½-19c. Gravenstein apples are now on the market at \$2 to \$4 barrel.

Merchants report business good throughout the province. The volume of trade is well up to standard, and collections are satisfactory.

SASKATCHEWAN MARKETS

By Wire.

Regina, Sask., Sept. 27.—Rains have again retarded threshing. The labor situation is serious in many parts of the provinces. Flour has advanced to \$4.40. Advances are expected on lard, rolled oats, and sugar.

Butter has also advanced, and creamery is now quoted at 35c; dairy at 27c. Cheese is quoted 23¼-24¾c. New prices are expected on canned goods.



FRUIT AND VEGETABLES



Imported Fruits Less In Demand

Canadian Orchards Come into their
Own on Montreal Market for
Green Stuff and Fruits.

Montreal

FRUIT AND VEGETABLES.—This week the Canadian orchard products placed the California fruits in the background as far as Montreal was concerned. The demand was better for Canadian pears than for the Californian varieties, in spite of fancy and attractive packing. Good prices were ruling too, from \$2.50 to \$3.00 per box, as compared with \$1.25 to \$2.50 of last week. The St. Lawrence apple arrived on the market, and was hailed with due respect and admiration, fetching prices from \$2.50 to \$3.50 per barrel. Bananas are still a little scarce and high priced, the "big Jumbo" bunches fetching \$3.00 or even \$3.25, but smaller bunches could be had cheaper. In general, the fruit situation shows a firming tendency as regards apples, though a big crop, good qualities, and good demand are anticipated for the Canadian apple. Vegetables show some changes in price as compared with last week, and the radish is practically off the market now. Carrots are cheaper, cauliflower a shade higher priced, squash and head lettuce a little easier, owing to better supplies. There is a good steady demand for both fruit and vegetables at present, higher cost of other foodstuffs increasing the proportion of vegetables used in cooking. A better demand is expected for apples generally in Montreal when the immediate local supply goes off the market. Amongst California fruits going off the market are Tokay grapes.

California Tokay grapes	2.75	3.25
California Malagas	2.00	2.25
Pears	1.25	2.50
Colorado peaches	1.40	—
Alexander apples	No. 1	No. 2
Duchess apples	2.50	2.50
Yellow transparent apples	2.50	2.00
Peach apples	2.50	2.00
St. Lawrence Apples	3.50	2.50
Wealthy Apples	3.50	2.50

Beets, per doz. bunches	0.50
Beets, per bag	0.90
Beans, wax and green, per bag	1.00
Carrots, new, per doz. bunches	0.40
Carrots, per bag	0.90
Cabbage, per doz.	0.75
Cucumbers, per doz.	0.15
Cucumbers, pickling, per box	1.00
Celery, per doz.	0.75
Lettuce, head, per doz.	0.65
Lettuce, curly, per doz.	0.25
Lettuce, Romaine, doz.	1.00
Onions, per doz. bunches	0.50
Onions, per bag 75 lbs.	1.50
Onions, pickling, per pail 20 lbs.	1.00
Turnips, per bag	0.75

Vegetable marrow, per doz.	1.00
Tomatoes, per box	0.50
Tomatoes, yellow, preserving, box	0.75
Squash, per doz.	2.00
Egg plant, Montreal, doz.	1.00
Cauliflower, per doz.	2.00
Sweet potatoes, per hamper 60 lbs.	1.75
Watercress, per doz. bunches	0.40
Parsley, per doz. bunches	0.15
Mint, per doz. bunches	0.25
Corn, per doz.	0.10
Pumpkin, per doz.	1.50
Potatoes, Montreal, per bag 75 lbs.	1.75

Cranberries Here --Lemons Lower

Canadian Pears Slightly Lower—
Grapes a Trifle Easier.
Market Quiet

Toronto—

FRUIT.—The first cranberries of the season arrived last week, and are selling at \$9 and \$9.50 a barrel. Demand was good right at the beginning, but has slackened somewhat since. Peaches are not generally of such good quality now, and this may be the reason for the slight declines registered. Price for St. Johns is 35 to 60 cents. Plums offered are not of the choicest variety, and the trade is not buying any too many. Prices are also lower. The melon group is about off the market, after what is regarded as a good season. Ontario grapes, both blue and green, are coming in in great numbers, and this has had a tendency to shorten the range of prices. Lemons show a steadier feeling, and a decline of 50 cents case in both brands was registered. The market is somewhat quiet this week. Summer weather has dropped but it is between seasons, and trade is not healthy.

Apples, yellow harv't and astrach'n, 11 qt.	0.30	0.50
Duchess, barrel	3.00	3.50
Bananas, bunch	1.75	2.25
Cranberries, bbl.	9.00	9.50
Oranges—		
Late Valencias, case	4.00	5.50
Grapes, Cal., case	2.25	3.00
Ontario, 6 qt.	0.17 1/2	0.20
Lemons, Verdill, case	7.00	7.00
California, 420's	7.00	7.00
California, 360's-300's	1.25	1.75
Limes, per 100	2.50	2.75
Pears, boxes	0.15	0.20
Canadian, 6-qt. bkt.	0.30	0.50
11-qt. bkt.	1.25	1.30
Peaches, Elbertas, case	1.30	1.50
Peaches, Crawford's, late	0.35	0.60
Peaches, St. John freestone, 11-qt.	0.50	0.75
Crawfords, 11-qt.	0.30	0.30
Crawfords, 6-qt.	0.30	0.30
Plums—		
Bradshaws, Lombards, 11-qt.	0.30	0.50
Green Gage, 11-qt.	0.40	0.85
Plums, 4 baskets	2.75	3.00

VEGETABLES.—Potatoes show a decline this week. They are coming more freely now, but there was a slackness to be noticed in demand, particularly for British Columbias and Delawares. Carrots sell at 40 cents for 11-quart basket, colder weather having stimulated the demand to some slight extent. Corn sells anywhere from 10 to 30 cents

a doz. The quality is not extra special except at top price. Green beans are somewhat slow now. They are lower. So are wax at 65 cents. Colder weather continues to stimulate general trade, particularly in heavier vegetables.

Cabbage, Canada, doz.	1.00	1.25
Beets, basket	0.40	0.40
Beans, green	0.25	0.40
Beans, wax	0.65	0.65
Carrots, basket	0.35	0.40
Carrots, bag 75 lbs.	1.35	1.35
Celery, Canadian, dozen	0.30	0.35
Corn, doz.	0.10	0.30
Cucumbers, basket	0.40	0.50
Gherkins, small, 11-qt.	0.75	1.50
Eggplant, 11-qt.	0.50	0.75
Onions—		
Spanish, crate 120 lbs.	4.50	4.75
Silver skin, pickling, 11-qt.	1.25	2.00
Peppers, green, basket	0.60	0.75
Red, 11-qt.	1.00	1.25
Potatoes—		
New Brunswick, Delawares, 90-lb. sacks	1.75	1.75
Sweet, New Jersey, hamper	2.25	2.25
Ontario, 90-lb. bag	2.10	2.20
Squash, summer, basket	0.50	0.50
Tomatoes, Canadian, 11-qt. basket	0.30	0.50
Ontario, 90-lb. bag	1.75	2.20
6-qt. basket	0.15	0.25
Vegetable marrow, 11-qt.	0.20	0.50

DROP IN FRUIT PRICES

Winnipeg—

FRUIT AND VEGETABLES.—Cantaloupes have taken another decline and those on the market are now selling for 4.00. The season is nearing the end. Grapefruit are now arriving from Jamaica, and the price is 9.00 per case. Alberta peaches have dropped to 1.10 per crate. Bartlett pears are up to 3.00. Crabapples are now off the market. Italian prunes are now cheaper—in 4 baskets 1.50, and peach baskets 1.15.

Fresh Fruits—

Apples, Washington, box	2.00	2.50
Apples, Duchess, No. 1	—	5.00
Apples, Duchess, No. 2	—	4.50
Bananas, lb.	—	0.04 1/2
Cantaloupes, crate, Jamaica	—	4.00
Grapefruit, case	—	9.00
Grapes, California, crate, Malagas	—	2.50
Grapes, Tokays	—	2.25
Valencia oranges, case	5.25	6.00
California lemons	—	9.50
Peaches, crate	—	1.10
Prunes, Italian, 4 basket	—	1.50
Prunes, Italian, peach boxes	—	1.15
Vegetables—		
B.C. potatoes, new, lb.	—	0.04 1/2
B.C. onions, 100-lb. crates	—	3.50
Spanish onions, case	—	1.50
Tomatoes, B.C., crate, 4 baskets	—	1.00
Tomatoes, Ontario, 11-qt. basket	—	1.00

CHAMBLY CANNING CO., LTD.—OFFICIAL OPENING OF NEW CANNERY AT CHAMBLY.

The official opening of the factory of the Cie des Conserves de Chambly, or Chambly Canning Co., occurred at Chambly on Sept. 18th, in the presence of several hundred people that included leading men of the province. The new industry will employ between 100 and 250 people, and will directly effect the 1,000 farmers adjoining the factory. The latter is 100 ft. by 40 ft., with a capacity of 2,400 tins of tomatoes per hour. The chief officials of the new concern are: Alfred Simard, president, and Richard Weiss, vice-president.



FISH AND OYSTERS



All Lake Fish In Good Demand

**Jewish Holidays Help Some. Sea Fish
Seem to be Scarcer Than Ever
on the Coast.**

Montreal

FISH AND OYSTERS.—The feature of the fish market this week is the advent of the Jewish holidays, which fell on Thursday, creating quite a large demand for all kinds of lake fish, particularly pickerel and dore, pike, and whitefish, also carp, perch, mullets, and so forth. Prospects were for short supplies, consequently firm prices prevailed, and this firmness prevails steadily. News from the Pacific Coast is not encouraging. Fishing there is not up to expectations, and though prices are high, there are small prospects of better figures for some time. The close season for Brook Trout begins on October 1st, but the season for the succulent shell oyster in this country is now beginning. The demand for all kinds of bivalves is increasing with the advent of the colder weather. The prospects are for a busy season. Smoked fish such as haddies, kippers, and bloaters are in good demand, though from scarcity of raw materials prices are firming up a little.

SMOKED FISH

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, per bundle of 5 boxes	0 75
Smoked boneless herring, 10-lb. box	1 30

PRAWNS, SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 45
Prawns, Imperial gal.	2 00
Shrimps, Imperial gal.	2 00
Scallops	2 25

FRESH SEA FISH

Halibut	15
Haddock, fancy, express, lb.	7
Mackerel, each	16
Steak, cod, fancy, express, lb.	16
Flounders	6
Flounders, New York	17
Salmon, Western	18
Salmon, Gaspe	20

FRESH LAKE FISH

Carp, lb.	0 12
Pike, lb.	0 09
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish .....	...
Herrings, each	0 06
Herrings, lb.	0 12
Lake trout	0 08
Eels, lb.	0 13
Dore	0 25
Brook trout	0 16
Swordfish	0 12
Smelts	0 12

Oysters—	
Selected, gal.	1 50
Ordinary, gal.	1 50
Malpeque shell oysters, per bbl.	12 00
Cape Cod shell oysters, per bbl.	12 00
Scallops (per gal.)	2 25
Clams (med.) per bbl.	8 00

HALIBUT IS HIGHER:

WHITEFISH DOWN

Toronto—

FISH.—Changes in fish levels are few this week. Whitefish is now as low as 13c, though some fish men are getting higher prices, according to quality. It is still scarce, but during the latter end of last week demand was poor; hence the decline. The Western halibut is very short, and once more price took a jump. It sells now for 16c, a cent and a half above last week's level. It is expected that halibut will remain scarce right through the winter. Oyster season is now well under way. Standards sell at \$2 a gallon. So do selects. There is an excellent demand for both. Fish men say the public is getting down to considering oysters a good dish and a necessity, instead of thinking of it as a luxury. Hotels have been buying heavily this last week. There is no change in lobster, though quoted prices are well maintained. Fish business generally is very healthy, people apparently finding meat so high and fish such an excellent substitute.

SMOKED FISH.

Haddies, per lb., new cured	0 09
Haddies, fillets, per lb.	0 12
Digby herring, box	0 16
Smoked boneless herring, 10-lb. box	1 25

SHRIMPS, LOBSTERS.

Lobsters, medium and large, per lb.	0 50
Shrimps—	
1 gallon	1 25
2 gallons	2 40
4 gallons	4 60

FRESH SEA FISH.

Halibut	16 00
Haddock, fancy, express, lb.	0 08
Steak, cod, fancy, express, lb.	0 10
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.

Pike, lb.	0 06
Whitefish, lb.	0 13
Herrings, lb.	0 07
Lake trout	0 12

Oysters—	
Standards, gal.	3 00
Selects, gal.	2 00

Scarcity of Fish At Winnipeg

**Poultry Arriving More Freely—Prices
Expected to Decline**

Winnipeg—

FISH AND POULTRY.—Wholesale dealers report a scarcity in all lines of fish, with the exception of pickerel, which is not over plentiful. Poultry is reported to be arriving more freely, and prices are expected to take a drop before long. In the meantime, fowl is bringing 21c to 22c and roasting chicken 28c. Steak cod has jumped to 13½c per lb.

Fish—

Fresh salmon	0 16
Fresh halibut	0 12
Steak, cod, per lb.	0 13½
Lake Winnipeg whitefish	0 10
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 12
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickrel, lb.	0 10

Poultry, Live—

Fowl	0 21	0 22
Roasting chickens, lb.	0 21	0 28

GROCERS' SIDE OF BREAD QUESTION

(Continued from page 19.)

Two Courses Open

Two courses seem to be open. In the case of the Toronto grocers, they appointed a committee to go and confer with the bakers with a view to getting them to lower their price from 14 cents to 13 cents. If this can't be done, either the grocers will raise their price to the consumer a cent beyond the bakers' or else they will have to quit handling bread.

What the outcome of the conferring between the grocers and the bakers will be, none can tell as yet. It does not seem likely, however, that the bakers will lower their price to the grocer. If not, grocers must take one of the two courses indicated.

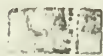
It may be interesting, for the benefit of those who urge that flour and wheat have not advanced so much as to warrant an increase in the price of bread on the part of the bakers, to give the following comparisons:

	Wheat Barrel.	2nd Pat. Flour Barrel.	1st Pat. Flour Barrel.
Aug. 3, 1914.....	\$.98¾	\$5.30	\$5.80
Nov. 2, 1914.....	1.17½	6.10	6.60
Feb. 1, 1915.....	1.49¾	7.20	7.70
		and	and
May 1, 1915.....	1.63	7.60	8.10
Aug. 1, 1915.....	1.28¾	6.50	7.00
Nov. 1, 1915.....	1.02½	5.25	5.75
Feb. 1, 1916.....	1.26¾	6.70	7.20
May 1, 1916.....	1.19¾	6.00	6.50
Aug. 1, 1916.....	1.28¾	6.40	6.90
Sept. 19, 1916.....	1.57	8.10	8.60

The loaf has increased in price to the consumer 33 1/13 per cent, since war broke out. But flour has increased 48.2 per cent. Even at that flour levels at present are still below the parity of wheat.

POSITION WANTED

YOUNG MARRIED MAN, SEVEN YEARS' experience as clerk, four years as manager, general store, wants good position at once, with prospects of advancement, good references supplied. Reply to H. I. Barkley, South Mountain, Ont.



FLOUR AND CEREALS



Flour Again Rises Twenty Cents

Low Grade of Wheat, Which Mills More Bushels to the Barrel of Flour, Responsible for the Latest Increase

Montreal

FLOUR AND FEEDS.—With unexpected suddenness, although the market was known to be steadily firming, flour rose 20c per barrel on Monday morning, September 25, just as the newspaper bulletins were announcing the increase of bread prices in New York. That bread prices will increase soon in Montreal also seems almost a foregone conclusion. Some hint at October 1 as the date of an announcement in this connection by the bakers. The demand for flour and for feeds continues phenomenal, but in the flour demand there is now noticed a tendency to the buying of the less superior grades to offset the increase in price. Millers are of opinion that the public have at last realized the fact that the wheat harvest this year has been practically cut in two by the rust, an unprecedented occurrence on this scale in the Dominion so far. Early wheat crop reports had been so favorable that it has taken the people till now to realize the truth. Now flour buyers are busily getting what they can at the best prices possible, anticipating further increases. One great reason for the increased prices of flour is the fact that owing to the low grade of this year's crop, a larger percentage of wheat is required per barrel of flour; at least half a bushel more of wheat is required per barrel. Oats also experienced a strong market, and advanced 3c per bushel, with further advances looked for. The feed situation is unchanged from last week, except that prices will be found shading upwards still. The demand for feeds far exceeds the supply. In the quotations given below it will be noted that prices vary quite considerably for the mill feeds known as special middlings and feed flour. These prices depend on qualities which vary according to the mills marketing the feeds. There is no standard for these feeds.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 00	
Seconds patents	.....	8 40	
Strong bakers	.....	8 20	
Winter Wheat Flour—		Car	Small
Fancy patents	.....	7 75	8 00
90 per cent., in wool	.....	7 25	7 50
90 per cent. in bags	.....	3 40	3 50
Van, per ton	.....	27 00	
Shorts	.....	29 00	

Special middlings	.....	31 00	33 00
Feed flour	.....	37 00	43 00
Feed oats, per bushel	.....	65 00	

FLOUR AND OATS UP AT WINNIPEG

Just as **CANADIAN GROCER** is going to press, a wire from Winnipeg announces an advance in flour to \$8.60, and rolled oats to \$2.70.

Cereals Firm Up As Flour Rises

Rolled Oats and Oatmeals Increase in Price, and Other Cereals show Firming Tendencies.

Montreal

CEREALS.—In keeping with wheat products, cereals show increased prices and a firming market this week in Montreal. Oats have gone up 3 cents per bushel, and word from Winnipeg was to the effect that further rises might be expected. In consequence, the price of rolled oats, which has been hovering around the \$3.00 mark, mostly 10 or 12 cents above it, went firming up to \$3.20 to the jobber for large orders, and even \$3.50 for smaller business. Oatmeal rose from \$3.40 or less of last week, to \$3.50 per 98-lb. bag. Rolled wheat was at \$3.50 and firming.

Barley, pearl, 98 lbs.	.....	4 50	4 75
Barley, pot, 98 lbs.	.....	3 60	
Buckwheat grits, 98 lbs.	.....	4 50	
Corn flour, 98 lbs.	.....	3 00	3 25
Cornmeal, yellow, 98 lbs.	.....	2 95	
Graham flour, 98 lbs.	.....	4 05	4 15
Hominy, granulated, 98 lbs.	.....	3 00	
Hominy, pearl, 98 lbs.	.....	3 00	
Oatmeal, standard, 98 lbs.	.....	3 50	
Oatmeal, granulated, 98 lbs.	.....	3 50	
Peas, Canadian, boiling, bush.	.....	3 00	
Rolled oats, 90-lb. bags	.....	3 20	3 50
Rolled wheat, 100-lb. bbls.	.....	3 20	
Rye flour, 98 lbs.	.....	3 20	
Whole wheat flour, 98 lbs.	.....	3 90	4 15
Wheatlets, 98 lbs.	.....	4 20	4 40

Flour Advances Another 20c.

Wheat Market Soaring. Highest Point in Year Touched this Week. Ontario and Manitoba Flour Strong.

Toronto

FLOUR.—There has been an advance of 20 cents in all grades of Manitoba and Ontario winter wheat flour this week, making first patents in car lots \$8.80 and Ontario \$7.30. Both are consequent upon soaring wheat values. Last week No. 1 Northern, track bay ports, was worth \$1.70½ Monday it closed at \$1.75. Allowing for transportation charges, the average miller at outside points would have to pay \$1.78 for a

bushel of wheat, and \$1.50 for old wheat. One of the reasons assigned is the drought in Argentine. Flour levels advanced 20 cents in sympathy. They are still, however, below the parity of wheat values. The opinion is expressed in some quarters that \$10 flour is a possibility this winter. The wheat market does not even yet convince anybody that it is through with pyrotechnics. There is a big export demand for wheat. For flour, it is chiefly Government buying that makes export accounts heavy.

Manitoba Wheat Flour—		Small	Car
		lots,	lots,
		per bbl. of 2 bags	
First patents	.....	9 00	8 80
Second patents	.....	8 50	8 30
Strong bakers	.....	8 30	8 10
Ontario winter wheat flour, 90 per cent.	.....	7 50	7 30

BARLEY AND CORNMEAL HIGHER: PEAS VERY STRONG

Toronto

CEREALS.—The rise in the wheat market has affected cereals sympathetically, even if they had not cause, of themselves, for strength. Oats were up 4 cents during the week in Winnipeg for October and December oats, resulting in a rise in rolled oats here to \$4.00. Some millers are slightly under that level, but it is fairly general. Oatmeal has also advanced, though quotations hereunder cover it. The corn crop seems to be very poor. Bad crop and a real scarcity make it hard to get. Peas are very scarce and higher prices are being asked for boiling teas. Barley, both pearl and pot, have had an important advance, and we quote \$5.00 to \$5.50 for the former, with a very firm tone.

Barley, pearl, 98 lbs.	.....	5 00	5 50
Barley, pot, 98 lbs.	.....	4 00	4 25
Buckwheat grits, 98 lbs.	.....	4 50	
Corn flour, 98 lbs.	.....	3 00	3 25
Cornmeal, yellow, 98 lbs.	.....	3 00	
Graham flour, 98 lbs.	.....	4 05	4 15
Hominy, granulated, 98 lbs.	.....	3 00	
Hominy, pearl, 98 lbs.	.....	3 00	
Oatmeal, standard, 98 lbs.	.....	3 40	
Oatmeal, granulated, 98 lbs.	.....	3 40	
Peas, Canadian, boiling, bush.	.....	3 00	
Rolled oats, 90-lb. bags	.....	4 00	
Rolled wheat, 100-lb. bbls.	.....	3 50	
Rye flour, 98 lbs.	.....	3 20	
Whole wheat flour, 98 lbs.	.....	3 90	4 15
Wheatlets, 98 lbs.	.....	4 20	4 40

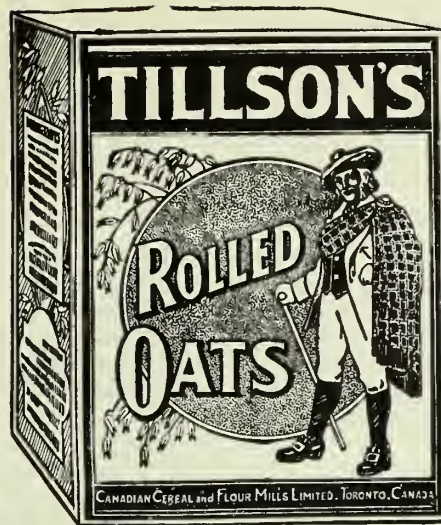
ONTARIO OATS A TRIFLE EASIER Toronto

FEEDS.—There is no change in the major feeds, though all retain their strength on an excellent buying demand from all quarters. Poor cereal crops mean good demand for bran and oats and millers find good business. Feed flour sells well at \$2.25. Ontario oats show a slight easing, and quotations are 52 to

(Continued on page 40.)

*Quality
then Price*

*A Food
Not a Fad*



Quality—all of them

that's why their sales are constantly growing.

Tillson's "Scotch" Health Bran

is deliciously nourishing and easily digested. It is especially beneficial to all with impaired digestion. The first sale always means repeat business.

Tillson's Rolled Oats

has a well-established reputation among dealers for quick-selling popularity. The public have recognized in it a food of splendid body-building qualities.

Tillson's "Scotch" Oatmeal

The kind that makes delicious, real old-fashioned porridge. Quick, easy sales are the rule where this quality line is displayed.

*Ask for our Free Window Display.
It helps you towards bigger profits,
and steady business.*



Canadian Cereal and Flour Mills Co.
LIMITED
TORONTO CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Good Business in Unusual Meats

Western Ontario Grocer Has Quite a Grade in Sausage, Bologna and Frankfurters—
How One Man Capitalized "Sunday" Sausage Day—Now is Excellent Time
for Trade in These Lines.

PROVISIONS, with many grocers, includes hams and bacons, so far as meats are concerned, while the provision department usually takes in these lines, plus butter, eggs and cheese. Something by way of practical experience from a grocer who has handled lines like sausage, Bologna, and Frankfurters, will be interesting to such of the trade as have never tried out these lines.

James Galbraith, grocer, of Sarnia, has found that by steady effort he has developed quite a trade in these lines. Discussing the matter with CANADIAN GROCER, he said:—

"I didn't handle them from the first. What started me was the casual enquiry, every now and then, as to whether or no I kept such lines as sausage or Bologna. I had to say no, and while I was not probably missing much trade, still I was missing some, which might be the nucleus of a larger business I could build up."

"So I got these lines in. Not only did I present them, fresh and appealing, in my provision department, but I displayed them in the window along with butter and eggs and such lines of meat as bacons and hams, which I have always carried. I found very soon that I had a ready sale for them. It has to be built up. I systematically pushed these new lines with customers. When anyone would come in for anything at all, I would ask them if they had tried these new meats I had got in. Did they care to try the sausage? Were they fond of good bologna? Gradually I made a dint, and my trade in them has grown to good proportions.

Small Stock; Replenished Often

"One thing is important in handling lines of this kind. That is, not to carry too heavy a line. This is often the reason why trade remains limited. If a man is starting up to handle this sort of meat for the first time and he gets in too big a stock, some of it is left over and it is not always fresh. Thus, the man is handicapped from the first, for people will not buy foods not perfectly fresh. Instead of going ahead, he finds that people are not interested in his new venture, and his labor and money spent on installing these lines is so much loss. Quality first is a motto which certainly is the only one in handling meats of any description. It can be best secured by buying often and turning over the stuff quickly."

Now is the season of the year when grocers have a good opportunity either for commencing to handle some of these meats or for developing them, where already handled, to bigger proportions. For not only do they appeal as a summer dish, but they are also excellent food for winter days. This is particularly true of sausage and Frankfurters. Nothing could be more appealing as a winter breakfast than a dish of sausage or Frankfurter. Many people are getting to appreciate these dishes as a change from the ordinary egg or egg et cetera breakfast. Now is the time to get after this trade. Advertise in the daily in your town the merit of sausage as a winter dish. Not alone for breakfast is it delightful, but also for luncheon, and it is always easily prepared and quickly gotten on the table. These are points which will appeal to the housewife as reasons why, if she has never bothered with them heretofore, she should do so now.

Sunday—Sausage Day

The writer knows of one grocer who has built up quite a trade by having a slogan for many years, "Sunday—Sausage Day." He sells an enormous bunch of people sausages for Sunday breakfast. The way in which he got to have that trade was by suggesting in every possible way that Sunday's breakfast should be a little different from other days, and that by having sausage instead of ham or bacon and eggs, would make it different. He advertised this in the daily in his town. He had cards printed and established it as a slogan in his store. He furthered the idea in his window displays. Finally, he got all his clerks and himself talking about it to any and every customer when they came in. And now, in his town, people would as soon think of flying as having a Sunday breakfast without some of S—'s sausage. Think what business it means for him on Saturday!

Those grocers who heretofore have not handled these lines should give them a trial. They are always tasty, easy to prepare, moderate in price, and they furnish a line which a grocer can handle with ease, thus giving him a part of the trade which otherwise would go to the butcher.

George A. Stone, one of the leading merchandise brokers of Vancouver, B.C. is in Montreal this week.

FIGURING PROFITS.

In a recent issue of "Canadian Grocer", a short article appeared on how to figure profits. The following letter takes exception to the article in question, if it be a broad rule to go on, and no exception cited. This letter contains a distinctly good point and we reproduce it for the benefit of the trade.

"There could not be a greater fallacy than the contention that the only proper method to figure profits is on a percentage basis which is easily illustrated as follows:—Take butter which is quoted in this article. Suppose it costs 20c and is sold at a profit of 4c per pound, a merchant who sells fifty pounds per day would make a gross profit of practically \$600 in a year. If the cost was 30c and he sold at the same percentage of profit he would sell at 6c profit, giving a gross profit of \$900. The extra cost to him in selling butter at 36c as compared with 24c would be interest, insurance and bad debts.

The interest charge on the extra investment reckoning that he would carry an average of a months stock would be about \$7.00. Insurance, providing he paid 2 per cent. per annum would be \$2.50, and the extra loss in bad debts through the higher price on the basis of 2 per cent. loss of the year's turn-over, which is of course pretty heavy, would be about \$30, or say a total of \$40. extra cost in selling butter at 36c instead of 24c or a gross profit after deducting the extra charges of \$860 as compared with \$600.

There is of course nothing to justify this extra profit and merchants would never think of exacting it unless they did it blindly through following the percentage method of fixing prices and in these times when prices have advanced so tremendously it would be nothing but extortion for such extra profits to be exacted. On the other hand if profits now figured on a percentage basis only yield a fair return on the capital to the merchant, when prices decline 25 or 50 per cent. the same percentage of profit would mean ruin very quickly.

I have not been able to discover any cut and dried method of fixing profits. It takes some business training coupled with a fair amount of common sense.

"Yours Etc. Subscriber."



PRODUCE AND PROVISIONS



Live and Dressed Hogs Are Firm

Boiled Hams a Shade Up in Price, But Provisions Otherwise Remain Priced as Last Week

Montreal

PROVISIONS.—There is no special change to report in prices of provisions this week in Montreal, though the price of live hogs continues high, and this notwithstanding the fact that deliveries are increasing. The firm market can be attributed to a good export demand. Prices of dressed hogs went up by about half a cent per lb. to 17c, and for live hogs the price firmed by ¼c in proportion. The local market for hogs is firm. A shading upwards will be noticed in the prices for boiled hams, otherwise prices for provisions remain as last week. With the Jewish holidays coming this week a brisk demand is expected for poultry, prices of which are as last week, and market conditions much the same.

Hams—		
Light, epr lb.	0 25	0 25½
Medium, per lb.	0 25	0 25½
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders, o, roast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails,	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14½
Tubs, 50 lbs.	0 15½	0 15½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hogs—		
Dressed, abattoir killed	18 00	
Live, fed and watered	12 50	
Live, off cars	11 90	12 00
Live, f.o.b.	11 30	11 40
Fowl—		
Chickens, milk-fed, crate fattened, lb.	0 18	
Live fowls	0 12	0 15
Old roosters	0 12	
Broilers	0 15	0 16
Roasting chickens	0 17	
Live ducks, old	0 13	
Young ducks	0 13	
Squabs, live, per pair	0 35	
Pigeons, live, per pair	0 25	
Rabbits, per pair	0 65	
Turkeys (old toms, dressed), lb.	0 23	

BUTTER UP AGAIN:

EGGS UNCHANGED

Montreal—

BUTTER AND EGGS.—The market for butter remains steady. During the past week receipts of butter in Mont-

real were 21,902 boxes, as compared with 9,212 for the corresponding week last year. Cowansville sales were steady at 36c, or a shade of ¼c lower than last week's price. Shipments for export continue considerable, and, taking everything into account, there is a firm market for butter. If there is any change at all it will be upward, declare leading men on the market.

Receipts of eggs in Montreal for the week ending September 23rd were 17,262 cases, as compared with 13,387 cases for the corresponding week last year. Receipts of eggs may soon be expected to show the season's natural decrease. Already most dealers are using cold storage eggs to fill part of their local orders. The market for eggs in the country is nominally 31c to 32c f.o.b.

Eggs—		
New laids, cartons	0 40	0 45
New laids, ex-cartons	0 40	0 42
Extras	0 36	0 38
Butter—		
Creamery, prints	0 38½	
Creamery, solids	0 38	
Dairy prints, choice, lb.	0 32	0 33
Dairy prints, lbs., in tubs	0 31	0 32

FIRMER PRICES AND

DEMAND FOR CHEESE

Montreal

CHEESE.—There were received in Montreal for the week ending September 23rd, 74,797 boxes of cheese as compared with 56,560 boxes for the same week last year. The supply is slightly less than that for the previous week this year, and prices showed a firmer tendency. Further export buying was expected owing to cables showing a better situation on the British market. Country prices to buyers shaded firmer from 19¾c. to 20½c.

PRICES OF HONEY

REMAIN UNCHANGED

Montreal

HONEY.—With a tendency to better demand, perhaps because of the increased cost of butter, the market for honey remains much the same this week in Montreal as it was last week. Prices showed no alteration for large supplies, but the firming tendencies of the markets in general affected response to enquiry for smaller amounts of this wholesome food.

Honey—

White clover, in tins, per lb.	0 10	0 11
Buckwheat, per lb.	0 08	0 09
White clover, in comb	0 14	0 15
Brown clover, in comb	0 10	0 11

Lard Is Higher --Hogs Keep Firm

Quarter Cent is Rise Recorded—This Applies to Both Lard and Shortening

Toronto—

PROVISIONS.—There is no advance in hogs this week. Deliveries are a little better and demand is not heavier than supply. Export market is somewhat quiet, and it was felt last week that the advance was hardly supported by export situation. All levels are well maintained, however. Bacons and meats generally are strong, without being actually upward. Lard and shortening prices are all advanced a quarter of a cent, on a firm buying market.

Hams—		
Light, per lb.	0 25	0 25½
Medium, per lb.	0 25	0 25½
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 37
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders, roast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17½	0 17½
Tubs, 50 lbs.	0 17½	0 17½
Pails,	0 18	0 18½
Bricks, 1 lb., per lb.	0 18½	0 19½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14½
Tubs,	0 14½	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hogs—		
Dressed, abattoir killed	18 00	
Live, fed and watered	12 50	12 60
Live, off cars	12 75	12 85
Live, f.o.b.	11 60	

CREAMERY BUTTER

GOES HIGHER

Toronto—

BUTTER.—Prices of creamery butter are up another cent this week. This seems to be the result of the light deliveries, resultant upon lack of rains, which meant insufficient pasture and poor food. The condition exists pretty well all over the province. Demand is very heavy, and export business is again a factor, so that the two make for a tight market. When inside feeding begins lower levels may be looked for, although no butter men think much of prospects of lower prices for some time. Dairy butter and bakers' is also higher on inadequate supplies and insistent demand.

Creamery, prints	0 38	0 39
Creamery, solids	0 37	
Dairy prints, choice, lb.	0 34	
Dairy prints, lb.	0 28	0 30
Bakers	0 27	0 28

STORAGE EGGS ARE BEING EXPORTED

Toronto—

EGGS.—Storage eggs being exported has had a firming-up effect upon prices, and, coupled with home demand, has boosted price of storage to 36c as top level. This is pretty general among produce men. Even that level is not so high as general country prices. New-laid are unchanged at the exceedingly high levels recently quoted. Few are coming, and those arriving are eagerly snapped up. Business, however, is not heavy in new-laid; storage take up most people's attention. Cold weather continuing has made storage eggs swing into their stride. The market is somewhat dull and featureless this week.

Eggs—		
New laid, ex-cartons	0 38	0 40
No. 1 storage, ex-cartons	0 35	0 36
New laid, cartons	0 40	0 42

CHEESE IS FIRM, BUT NOT ACTUALLY HIGHER

Toronto—

CHEESE.—The market has rallied again from last week's slight easement, but no higher prices are generally recorded. Most houses sell as quoted below, though one concern's quotations are half a cent higher. Export business still continues to govern domestic levels. Situation in England is certainly strong, with good heavy demand. The domestic demand is fair to middling; needless to say, without export boosting its levels on domestic buying account alone would not need to be so high.

Cheese—		
Cheese, large, per lb.	0 21	0 22
New, twins, per lb.	0 21½	0 22½
Sept., large, per lb.	0 20	
Sept., twins, per lb.	0 22½	
Sept., triplets, per lb.	0 23	

GOOD ALL-ROUND DEMAND FOR POULTRY

Toronto

POULTRY.—There are no advances recorded this week. The market is somewhat featureless, buying and selling being small, comparatively speaking, and no unusual point marking business. Spring broilers continue in fair demand. They sell at 19c to 20c, with higher price fairly general. Old fowl moves fairly well.

	Live.	Dressed.
Spring broilers, 1½ to 2 lbs.	0 19—0 20	0 26—0 28
Old fowl	0 15—0 16	0 18—0 20
Ducks, old	0 10—0 11	0 12—0 14
Ducks, young	0 13	0 18—0 20
Turkeys, old Toms	0 20	0 25

HONEY PRICES FIRM, BUT NOT HIGHER

Toronto—

HONEY.—Stocks are coming in fairly well now, though so far there has been no easing off in price of clover honey. Demand is fairly good. "Better than usual," one merchant described it. Last week's decline in clover honey stimulated trade to some extent. Trade appears to be buying in larger lots than

heretofore in the opinion of one produce

MAN.

Honey—		
Clover, 5 and 10-lb. tins	0 11½	0 12
6-lb. tins	0 11	0 11½
Comb, No. 1, doz.	2 40	2 75

EGGS ADVANCED

4c DURING WEEK

Winnipeg—

PRODUCE AND PROVISIONS.—The hog situation last weekend was much the same as on the previous week. Receipts were still very light, and the price steady around 11.75 and 12.00. While there has been no change in butter prices, the market remains very firm. Eggs continue to advance rapidly. No. 1 candled eggs are quoted as 32c, whereas a week ago they were 29c. Eggs in cartons are 35c. Lard and cheese are the same as last week.

Hams—		
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 24	0 24½
Bacon, select, per lb.	0 26	0 28
Bacon, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 32½	0 33
Shoulders, boiled, per lb.	0 24	0 25
Roast hams, lb.	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.	34 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32½	
Cases, 3s	10 20	
Cartons	0 17½	
Lard, Compound—		
Tierces	0 13½	
Tubs, 5½, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery, No. 1 cartons.	0 36	
Creamery, No. 2	0 34	
Best dairy	0 29	
Regular dairy, in tubs	0 28	
Cooking	0 26	
Fresh Eggs—		
Extras, in cartons	0 34	
No. 1's, cases	0 32	
Cheese—		
Ontario, large	0 22	
Ontario, twins	0 22½	

FLOUR AND CEREALS

(Continued from page 36.)

54c, a trifle lower than last week's level.

Mill Feeds—	per ton
Ryan	26 00
Shorts	28 00
Special middlings	30 00
Feed flour, per bag	37 00
Ontario oats, outside points	0 52

Feed Situation Still Acute

Millers Unable to Cope With Demand—
Adverse Weather Affects
Deliveries

Winnipeg

FLOUR AND CEREALS.—First patents are still \$8.30. The wheat market during the past week has been fluctuating, with a slightly upward tendency. This is due to wheat deliveries being interfered with by adverse weather conditions. Rolled oats are still \$2.60, and there is a good demand. Package oats are beginning to move, and millers look for good business in the fall and winter months. The feed situation is still very acute, millers being unable to fill the Eastern demand, especially for shorts and middlings.

Flour—	
Best patents	8 30
Bakers	7 80
Clears	7 10
XXXX.	6 10
Cereals—	
Roller oats, 80 lbs.	2 60
Roller oats, pkgs., family size	3 90
Oatmeal, standard and gran., 98 lbs.	3 10
Cornmeal, 98 lbs.	3 00
Feeds—	
Ryan, er ton	26 00
Shorts, ton	28 00
Middlings, ton	30 00
Mixed chop, ton	36 00

PRESERVE EGGS BY SEALING SHELLS

Both the process and effect of commercial sterilization of eggs—a comparatively new method of preventing deterioration—should be interesting to dealers. In California the system has been employed for several years, but it is just being taken up in many of the larger cities in other sections of the country. It consists, in part, of immersing the eggs momentarily in a highly heated, transparent, odorless, and tasteless oil at high boiling point. This treatment opens the pores of the shells and enables the air and gas to escape from within. In addition, the heat thus applied solidifies the dual membrane lining the shell, vulcanizing the two thicknesses and cementing the resulting tough film to it. The oil furthermore fills all of the pores, so that the egg is hermetically sealed on both the interior and exterior. This prevents the evaporation of the content and also its contamination through contact with gases or liquids. In the case of a fertile egg, the heat stops embryonic development. No chemical change takes place and bacterial life on and in the shell is destroyed. It is asserted that, if freshly laid eggs are properly sterilized and sealed, they may be kept in cold storage for an indefinite period and upon removal will be found as sound and full as when treated.

PICNICS

*I never saw a picnic spread
That did not have among the eats
Some peanut butter on the bread
And many plates of pickled beets.*
—Youngstown Telegram.

*And as for the picnic spreads I know
Of many jaunty little trips;
Where all they had was just a row
Of boxes of potato chips.*
—Birmingham Age-Herald.

*I never to a picnic went—
And this is true, I hope to die—
At which a summer-panted gent
Sat down in a soft eustard pie.*
—Houston Daily Herald.

*The picnics don't appeal to me,
With wasps and other bugs that sting.
And garter snakes and flies and skeets
And ants all over everything.*
—Detroit Journal.

*We've seen a bunk of picnics spread
The picnicers a joyous band
But never let the word be said
That night beside the fruit was
"canned."*



Grocers of Canada

The broadest, strongest plan of real co-operation between the grocer and the manufacturer is the Armour plan. Our object is to make it easy for you to win, hold and multiply customers for the famous Armour brands of Quality Products. No efforts are spared to help you sell what we sell you. And what a line we provide!

Armour's
Veribest
TRADE MARK

**Ham, Bacon, Lard, Butter,
Eggs, Canned Meats and
Fish, Grape Juice, Soups,
Ketchup, etc.**

It will pay you to handle this Quality Product line, identified by the Armour Oval Label in blue and yellow. This oval is a trade-mark and grade-mark—known and trusted through all America. It is a real salesman.

A big collection of Store Signs and advertising material is at your service. Ask the Armour salesman or write us direct.

ARMOUR AND COMPANY
LIMITED

HAMILTON

ONTARIO

M-702

Women are Shy —Be Careful!

When she asks for Shirriff's and accepts something "just as good," saying nothing, are you sure you are safe? Why not be ready next time with the *real* good extract instead of the "just as good"—and at least keep your prestige with her? It may mean her trade.



Shirriff's True Vanilla

is made by our own *secret process* from the best Mexican Vanilla bean—the world knows no better. Our process brings out the last vestige of flavor, taking a whole year in the process.

Shirriff's is 50 per cent.
stronger than Govern-
ment requirements.

Shirriff's invariably gives *complete* satisfaction. Can you think of something "just as good" to hold customers with?

Help supply the demand for Shirriff's. Write us.

Imperial Extract Co.
Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

SAUSAGE

SEPTEMBER marks the opening of Sausage Season. We are now booking orders for daily and weekly shipment and will be glad to book yours.

Made Under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON
ESTABLISHED 1854

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the
W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56
PER INCH PER YEAR

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 25 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Screw Top
	Glass Jars
	16 oz. glass
	2 doz. case
	Per Doz.
Apricot	\$2 45
Assorted	2 25
Blackberry	2 35
Blueberry	2 35
Currant, Red	2 35
Currant, Black	2 45
Cherry	2 35
Gooseberry	2 25
Plum	2 10
Plum, Green Gage	2 25
Pear	2 25
Peach	2 25
Raspberry, Red	2 45
Raspberry, Black	2 35
Raspberry and Red Currant	2 35
Raspberry and Gooseberry	2 35
Strawberry	2 50

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	1 00
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 45
Qts., Red Seal	1 85
Qts., Lynn Valley	1 85

BAKED BEANS WITH PORK. Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 67 1/2
1's Baked Beans, Plain, 4 doz. to case	0 82 1/2
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 85
1's Baked Beans, Chili Sauce, 4 doz. to case	0 85
2's Baked Beans, Plain, tall, 2 doz. to case	1 35
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 40
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 40

Family, Plain, \$1.40 doz.; Family, Tomato Sauce, \$1.45 doz.; Family, Chili Sauce, \$1.45 doz.; 3's, Plain, Flats, Aylmer only, \$1.70 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.75 doz.; 3's, Chili Sauce, Flats, Aylmer only, \$1.75 doz.; 3's, Plain, Tall, \$1.95 doz.; 3's, Tomato Sauce, \$2 doz.; 3's, Chili Sauce, \$2 doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), \$5.75 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10 1/2 oz. Gross Jars	\$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 20
12 oz. Glass, Screw Top, 2 doz. in case	1 45
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	3 15
4's Tin, 12 pails in crate, per pail	0 53
5's Tin, 8 pails in crate, per pail	0 66
7's Tin or Wood, 6 pails in crate	0 87
14's Tin or Wood, 4 pails in crate, per lb.	0 12
30's Tin or Wood, one pail only, per lb.	0 12

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case.

CEREALS

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 dozen 15c packages	2 10
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

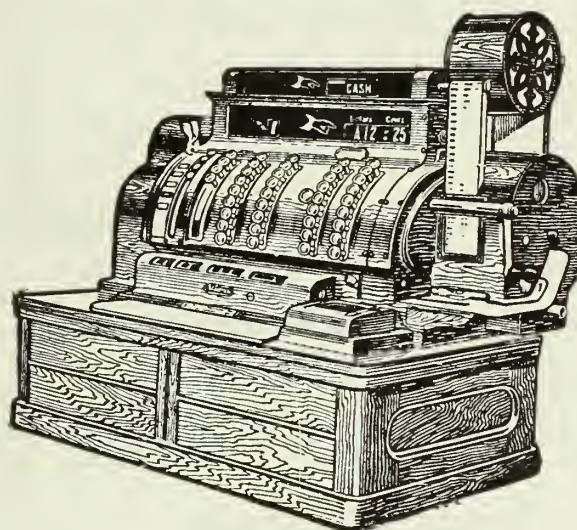
The big thing for Grocers to consider

*How to take care of the money that crosses the
counter in exchange for merchandise*

*A good location is important. A clean,
well-arranged store is important. A
good volume of trade is important.*

*The most important thing of all is to
take care of the money customers pass
over the counter in exchange for mer-
chandise.*

*National Cash Registers were created
to take care of such money. The fact
that over 1,600,000 have been sold
goes to show how well they do their
work.*



*If you are not equipped with a complete new model "National" it will pay you
to investigate. What is good for all these merchants is surely good for you.*

*Our new booklet, "Money-Making Hints to Grocers," just off the press. Write
for a copy.*

**The National Cash Register
Company of Canada, Limited
Christie St., Toronto, Ont.**

AT LAST WE HAVE THEM

Fibre Vinegar Measures

PINT QUART FUNNEL

\$2.50 per Set

Used and highly commended by the
Grocery Trade in the
United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

McVitie & Price's Famous Biscuits Shortbreads and Oatcakes

Full assortment just arrived for
Montreal stock, ex S.S. "Ionian"
including:—

Digestive; Abernethy; College,
Bunty and Academy Creams,
assorted Shortbread in Half tins;
Oatcakes in Drums.

For prices and stock list, see our
representatives or write

McVITIE & PRICE of Canada
Limited
MONTREAL

Importers of McVitie's "DIGESTIVE,"
the "Premier Biscuit of Britain."

Cambridge Sausage, 1s, \$3.00; 2s,
\$5.50.

Boneless Pigs' Feet, ½s, \$1.75;
1s, \$2.75; 2s, \$5.50.

Lambs' Tongues, ½s.

Sliced Smoked Beef, tins, ½s,
\$1.85; 1s, \$2.80; 4s, \$15.50.

Sliced Smoked Beef, glass, ½s,
\$1.50; ½s, \$2.25; 1s, \$3.25.

Tongue, Ham and Veal Pate, ½s,
\$1.50.

Ham and Veal, ½s, \$1.20.

Potted and Devilled Meats, tins
—Beef, Ham, Tongue, Veal,
Game, ¼s, 50c; ½s, \$1.

Potted Meats, Glass — Chicken,
Ham, Tongue, ¼s, \$1.50.

Ox Tongues, tins, ½s, \$3.50; 1s,
\$6.50; 1½s, \$9.50; 2s, \$13.

Ox Tongues, Glass, 1½s, \$12; 2s,
\$14.

Mincemeat, Hermetically Sealed
Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55;
4s, \$6.25; 5s, \$8.

In Pails, 25 lbs., 12c lb.

In 50 lb. Tubs, 12c lb.

In 85 lb. Tubs, 11½c.

In Glass, 1s, \$2.30.

Clark's Peanut Butter — Glass
Jars, ¼, 95c; ½, \$1.40; 1, \$1.85.
50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24
lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz.,
\$1.25; 12 oz., \$1.90; 16 oz., \$2.40;
1 gal. jars, \$1.30; 5 gal. jars,
\$1.25 per gal.

Pork and Beans, Plain Talls, 1s,
85c; 2s, \$1.40; 3s, \$2; 6s, \$6.25;
12s, \$9; 3s, flat, \$1.75.
Individuals, 70c doz.

Pork and Beans, Tomato Sc. Talls,
1s, 85c; 2s, \$1.40; 3s, \$2; 6s,
\$6.25; 12s, \$9; 2s, flat, \$1.75.
Individuals, 70c doz.

Pork and Beans, Chili, 1s, 85c;
2s, tall, \$1.40; 3s, flat, \$1.75.
Individuals, 70c doz.

Tomato Sauce, 1½s, \$1.15; Chili
Sauce, 1½s, \$1.15; Plain Sauce,
1½s, \$1.15.

Pork and Beans, 1½, Chili Sauce,
\$1.15 doz.

Vegetarian Baked Beans, Tomato
Sauce, Talls, \$1.40.

Clark's Chateau Chicken Soup,
\$1.10.

Clark's Chateau Concentrated
Soups, 95c.

Clark's Chateau Concentrated
Soups. No. 1, Assorted, 95c.

Spaghetti with Tomato and
Cheese, ½s, 95c; 1s, \$1.30; 3s,
\$2.35 doz.

Fluid Beef Cordials, 20 oz. btls.,
1 doz. per case, at \$10.00 per
doz.

English Plum Puddings, 1s, \$2.30
doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO.,
LIMITED.

PRICE LIST ON BOAR'S HEAD
LARD COMPOUND TO
RETAILERS.

Tierces 0 14½
Pails \$2 93

This price list cancels all pre-
vious ones and is effective at
once. Subject to change without
notice.

All orders received must be
shipped within a period of 30
days.

Advance over tierce basis for
small packages:

3-lb. tins, 20 to the case, 1c
over tierces; 5-lb. tins, 12 to the
case, ¼c over tierces; 10-lb. tins,
6 to the case, ¾c over tierces;
20-lb. wood pails, ½c over tierces;
60-lb. tubs, ¼c over tierces; half-
barrels, ¼c over tierces; 50-lb.
tins, ¼c over tierces; 20-lb. tins,
¼c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS,

L'Admirable, 50 btles, litre, 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE

La Savoureuse, 50 btles,
cs. 8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50
btles, cs. \$9 00

IMPORTED GINGER ALE
AND SODA

Ginger Ale, Trayders, cs., 6
doz. pts., doz. 1 15

Ginger Ale, Trayders, cs., 6
doz., splits, doz. 0 95

Club Soda, Trayders, cs., 6
doz. pts., doz. 1 05

Club Soda, Trayders, cs., 6
doz., splits, doz. 0 95

BLACK TEAS

Victoria Blend, 50 and 30-
lb. tins, lb. 0 38

Princess Blend, 50 and 30-
lb. tins, lb. 0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 25
Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocha
Blend, 1-lb. tin, lb. 0 34½

Victoria, Java and Mocha
Blend, 5, 10, 25, 50-lb.
tins, lb. 0 32

Princess, Java and Mocha
Blend, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

Per doz. tins
D. S. F., ¼-lb. \$ 1 60

D. S. F., ½-lb. 2 90

D. S. F., 1-lb. 5 75

F. D., ¼-lb. 0 90

Per jar
Durham, 4-lb. jar 0 93

Durham, 1-lb. jar 0 31

JELLY POWDERS
WHITE SWAN SPICES AND
CEREALS, LTD.

White Swan, 15 flavors, 1
doz. in handsome counter
carton, per doz. \$ 0 90

List Price

SPICES
WHITE SWAN SPICES AND
CEREALS, TORONTO

5c 10c
Round Oval 1lb.
litho. dredge.

dredge. 2½ oz.
Per doz. Per doz.

SPICES

Allspice \$0 45 \$0 90

Arrowroot, 4 oz.
tins, 85c 0 45 0 90

Cayenne 0 45 0 90

Celery salt 0 45 0 90

Celery pepper 0 45 0 90

Cinnamon 0 45 0 90

" whole, 5c.
pkgs., window
front, 45c 0 45 0 90

Cloves 0 45 0 90

Cloves, whole, 5c.
pkgs., window
front, 45c 0 45 0 90

Curry powder 0 45 0 90

Ginger 0 45 0 90

Mace 1 25 0 90

Nutmegs 0 45 0 90

Nutmegs, whole,
5c pkgs., window
front, 45c 0 45 0 90

Paprika 0 45 0 90

Pepper, black 0 45 0 90

Pepper, white 0 50 0 90

Pastry spice 0 45 0 90

Pickling spice,
window front, 90c 0 45 0 90

Shipping weight
per case 10 lbs. 15 lbs.

Dozens to case... 4 4

CHINA TEAS

Gunpowders Hysons

Shanghai quotations have advanced prices over 15% during the past week.

We have a large selection of spot teas to offer at lowest prices.

KEARNEY BROS., LIMITED

Direct Importers

33 St. Peter St.
MONTREAL

Established
1874

Your Trade Will Repeat.

MAPLEINE FLAVORING

brings back your customers. You can make no mistake. They come back for that genuine "Mapley" Tang. A real American Flavoring used for every purpose.



Order from:

Frederick E.
Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street.
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

THE

B.L.O.E.

(BEST) (LEMONS) (ON) (EARTH)

are packed
under

"St. Nicholas"
Brand

J. J. McCabe

Agent
TORONTO

One Inch Space
\$1.05 Per Issue
on Yearly Order.

A bigger revenue

will open up to you when you begin pushing the sales of

STOP-ON POLISHES

the permanent polishes that produce the shine of lasting brilliancy.

Prove for your own satisfaction that Stop-On polishes are real sellers by ordering a supply to-day.

Draw your customers' attention to the fact that a Stop-On shine stops on in damp or foggy weather.

There's a Stop-On for every shoe—Black, Tan, Ox-Blood, Nut Brown, and White. Stop-On White is the most permanent dressing obtainable for white shoes. It will not rub off on the clothing.



Strang Brothers
WINNIPEG

The strongest, simplest and best looking mill made



No. 40

Before deciding what coffee mill you will install ask us to show you where the

Elgin National

excels. Let us prove to you that the Elgin will steel-cut coffee faster than any other mill on the market. Prove to your own satisfaction that it costs less than any other mill and that it will give you a perfectly satisfactory service.

Our Elgin Booklet No. 24 C. tells you all about it. Send for it to-day.



No. 35

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry..	.06 1/2
40 lbs., 1 lb. pkg., White Gloss .....	.07
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons ....	.07 1/2
100 lbs. kegs, No. 1 White.	.07
200 lbs., bbls., No. 1 white Gloss, 1 lb. chromo pkgs.	.08
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.08 1/2
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.08 1/2
100 lbs., kegs, Silver Gloss, large crystals .....	.07 1/2
28 lbs., Benson's Satin, 1 lb. cartons, chromo label ..	.07 1/2
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.12 1/2
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08
40 lbs., Canada Pure Corn (20 lb. boxes 1/4c higher)	.06 3/4

BRANTFORD STARCH

Ontario and Quebec	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06 3/4
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. ....	.07 1/2
Barrels, 200 lbs. ....	.06 3/4
Kegs, 100 lbs. ....	.06 3/4

Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.07 3/4
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08 1/2
Kegs, extra large crystals, 100 lbs. ....	.07 1/2
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.60
Culinary Starches—	

Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06 1/2
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07 3/4
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07 3/4
(20-lb. boxes 1/4c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	\$ 3.20
1 lb. packages (60)	3.20
1/2 lb. packages (120)	3.40
1/2 lb. 60 } Packages Mixed	3.20
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs..	
1 doz. in case	\$ 2.00
2 lb. tins, 2 doz. in case...	3.00
5 lb. tins, 1 doz. in case...	3.40
10 lb. tins, 1/2 doz. in case.	3.30
20 lb. tins, 1/4 doz. in case.	3.25
Barrels, about 700 lbs....	.04 1/2
Half bbls., about 350 lbs..	.04 1/2
1/4 bbls., about 175 lbs....	.04 1/2
2 gal. wooden pails, 25 lbs.	1.60
3 gal. wooden pails, 38 1/2 lbs.	2.25
5 gal. wooden pail, 65 lbs.	3.50

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case...	\$ 3.50
5 lb. tins, 1 doz. in case...	3.90
10 lb. tins, 1/2 doz. in case.	3.80
20 lb. tins, 1/4 doz. in case.	3.75

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4.80
Barrels, per 100 lbs.....	5.25
1/2 barrels, per 100 lbs.....	5.50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...	\$4.05
5 lb. tins, 1 doz. in case...	4.75
10 lb. tins, 1/2 doz. in case...	4.45
20 lb. tins, 1/4 doz. in case...	4.35
Delivered in Winnipeg in carload lots.	

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2 1/2 Can.	\$ 4.75	\$ 3.75	\$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2 1/2 Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Piekie Can .....		.90

INFANTS' FOOD MAGOR SONS & CO., LTD.

Robinson's patent barley, 1/2-lb. tins,; 1-lb. tins,; Robinson's patent groats, 1/2-lb. tins,; 1-lb. tins,

STOP-ON POLISHES	Doz
Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bottle	2.00

NUGGET POLISHES

Doz.	
Polish, Black and Tan	0.85
Metal Outfits, Black and Tan	3.85
Card Outfits, Black and Tan	2.25
Creams and White Cleanser	1.10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1.20
--	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	\$ 0.60
Bobs, 6s and 12s, 12 and 6 lbs.	0.48
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs.	0.46
Currency, 6s, 1/2 butts, 9 lbs.	0.46
Stag Bars, 6 1/2s, butts, 11 lbs., boxes, 5 1/2 lbs.	0.48
Walnut Bars, 8 1/2s, boxes 7 lbs.	0.64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes	0.68
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes	0.68
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddles	0.68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lb. boxes, 6 lbs.	0.36
Great West, pouches, 9c.....	0.72
Forest and Stream, tins, 11s, 2 lb. cartons	0.88
Forest and Stream, 1/4s, 1/2s and 1-lb. tins	0.80
Forest and Stream, 1-lb. glass humidors	1.00

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN PEACHES

Crawford's and Elberta's

Cars Arriving Daily.

Quality very fine; prices at
their lowest.

NOW is the time to buy.

LET US HAVE YOUR ORDERS

The House of Quality
HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

Cranberries

Grape Fruit

Jamaica Oranges

Sweet Potatoes

Tokay Grapes

Fresh New Season's Goods

Now Being Delivered.

WHITE & CO., LIMITED

Fancy Fruits and Vegetables

Toronto

YOUR MOST VALUABLE ASSET

is a satisfied customer, and satisfied customers are the rule where **WONDERFUL SOAP** is displayed.

For years this truly wonderful cleaner has given unqualified satisfaction to housewives everywhere. It is made to clean thoroughly without injuring the most sensitive skin or the most delicate fabric.

Write now for trial supply.

GUELPH SOAP CO., Guelph, Ont.



Cow Brand

quality is
never
doubted

Housewives have perfect confidence in their baking operations when they use Cow Brand Baking Soda. Strength, Purity and Reliability are perfectly embodied in this household favorite. It's a sure trade builder. Stock up now.

Church & Dwight, Limited
Manufacturers - - MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

*A Reminder from the Old
Country*

Rich Xmas Plum Puddings

The Best on the Market.

ORDER EARLY
to ensure prompt delivery.

In Hermetically Sealed Tins, or Basins if required.

Sizes - 1, 2, 3, 4, 5, 6 and 8 lbs. each.
11/6, 21/6, 32/6, 42/-, 52/-, 63/6, 81/- per doz.
Carriage paid to English Docks.

Cases Extra at Cost.

Tuxford & Nephews

Melton Mowbray, - - - England

Sauces that you'll sell quickly

JUST try what results a window or counter display of our four big sellers will pull for you.

Our sauces please the "hard to please" and bring them back for more. Their zest and piquancy are irresistible. Order a trial supply to-day and prove our claims.

Here you are:

QUEEN QUALITY
UNIVERSAL FRUIT SAUCE

QUEEN QUALITY CHILI SAUCE

QUEEN QUALITY TOMATO CHUTNEY

WORCESTERSHIRE SAUCE

TAYLOR & PRINGLE

OWEN SOUND - - - - - ONTARIO

INDEX TO ADVERTISERS

A	K
Acadia Sugar Refining Co.... 6	Kearney Bros. 47
Adams, Geo., & Co..... 19	
American Computing Co.... 13	L
Anglo-Portuguese Sardine Packing Co., Ltd. 11	Lambe & Co., W. G. A. 10
Armour & Co. 41	Lemon Bros. 47
	M
B	MacKenzie & Morris 11
Balfour-Smye & Co..... 10	MacLure & Langley 11
Benedict, F. L. 52	MacNab, T. A., & Co..... 11
Betts & Co.....Inside back cover	Magor, Son & Co. 16
Borden Milk Co..... 3	Malcolm Condensing Co.... 12
Bowman & Co., J. 52	Mann, C. A., & Co. 52
	McCabe, J. J. 47
C	McDonald, Chas. M. 11
California Associated Raisin Co. 8	McVitie & Price, Ltd. 46
Canadian Cereal & Flour Mills Co. 37	Millman, W. H., Sons 11
Cane, Wm., & Sons Co., Ltd. 44	N
Chase & Sanborn 14	National Cash Register Co... 45
Church & Dwight..... 49	National Licorice Co..... 15
Clark, Ltd., W. 7	
Cochran, J. N. 11	O
Codville Co. 14	Oakey & Sons, John..... 52
Connecticut Oyster Co.....	Oval Wood Dish Co.....
Back cover	Inside front cover
Connors Bros. 12	P
Crescent Mfg. Co. 47	Patrick & Co., W. G.....1, 11
	Peppock, H. P., Co., Ltd.... 11
D	Perry Co., The H. L..... 11
Denault Grain & Provision Co. 10	R
Dominion Cannery 5	Reed, Evan L., Mfg. Co..... 6
Dustbane Mfg. Co. 10	Rock City Tobacco Co. 8
	S
E	Smith & Son, E. D. 2
Eckardt, H. P., & Co..... 43	Smith & Procter 10
Escott, W. H., Co., Ltd. 11	Spratts 9
Eureka Refrigerator Co.... 15	Stanway, Geo. 11
	Stevens-Hepner Co., Ltd. ... 44
F	Strang Bros. 48
Fairbanks Co., N. K.	Stephenson, Blake & Co.... 52
Inside back cover	
Fearman, F. W., & Co..... 42	
Freeman Co., W. A..... 42	
	T
G	Taylor & Pringle 50
General Sales Co. 6	Toronto Salt Works 52
Gipe-Hazard Store Service Co. 52	Toronto Butchers' Supply Co., Ltd. 52
Grant, C. H. 11	Trent Mfg. Co. 52
Guelph Soap Co. 49	Tuxford & Nephews 50
	W
H	Walker, Hugh, & Son..... 49
Hamilton Cotton Co. 48	Washington, G., Sales Co.... 11
Hargreaves (Canada), Ltd. .. 9	Watson & Truesdale 11
Hillock, John, & Co. 8	Webb, Harry 11
Hygienic Products Co. 9	Webster & Co., W. R..... 16
	Wethey's, J. H. 12
I	White & Co..... 49
Imperial Extract Co. 41	White, Fred J. 11
Imperial Rice Milling Co.... 9	Woodruff & Edwards 48
Ingersoll Packing Co.....	Woods & Co., Walter 46
Front cover	
J	
Japan Tea Co. 4	

The Fall and Winter Number of The Canadian Grocer Will be Issued October 27.

Elsewhere the Editors will give you a hint of the many good articles they are preparing for this great number.

The Advertising Department wishes to tell you something about a few new features that will appear in the advertising pages of that issue.

Besides the attractive advertisements there will be three very useful directories—two of them entirely new.

There is the "WHO MAKES——?"

Directory which will enable you to find out quickly the name and address of the manufacturer of articles your customers may want. For example, if you are asked for "White Swan Pancake Flour," just look in the directory, and under the heading "Pancake Flour" you will find "White Swan Pancake Flour," White Swan Spices and Cereals, Limited, Toronto, Ontario. Similarly with other articles that you may be asked for.

Another useful directory is the "WHO IS AGENT FOR ——?" Directory. If you want to find out who is the nearest manufacturers' agent for a line you wish to stock just look under the name of the firm whose product you want and you will find the names and addresses of the manufacturers' agents or brokers who have agencies for that firm's lines. For example, under J. C. Eno, Limited, you will find Harold F. Ritchie & Co., Toronto, Ont. If the firm has more than one agent in Canada, the addresses will tell you which is nearest to you.

A third directory called the CLASSIFIED DIRECTORY OF STORE EQUIPMENT ADVERTISERS will furnish the names and addresses of the manufacturers of any kind of store equipment you are interested in, such as account registers, cash registers, paper balers, etc.

These three directories in the Fall and Winter Number will be of great use to you and you will want to keep that issue for reference.

Next week we will explain how to get the most benefit from a study of the announcements in the Fall and Winter Number. Thank you.

—Advertising Department, Canadian Grocer.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

"TRENT LOCK" EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

GROCERS

Call on us for fancy dressed poultry, fresh killed daily.

C. A. MANN & CO.
LONDON, ONT.

CROP PROSPECTS

Every business man is intensely interested in crop prospects in various parts of Canada. Your decision in many important business transactions during the next few months will hinge on the outlook for a big crop. The Financial Post has secured the services of F. M. Chapman, Editor of Farmer's Magazine, to give each week, on the front page of The Post, a general review of crop conditions in various parts of Canada.

We are endeavoring to make this the most reliable and up-to-date review of crop situation published in Canada.

The Financial Post is issued every Friday. Subscription price \$3.00 per year. \$1.50 for six months. Sample copy sent on request.


THE FINANCIAL POST OF CANADA

Published by

THE MACLEAN PUBLISHING CO., LTD.
143-153 University Avenue, TORONTO

OAKLEY'S KNIFE POLISH

20102-57102



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies, Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH
FOR NEXT WEEK

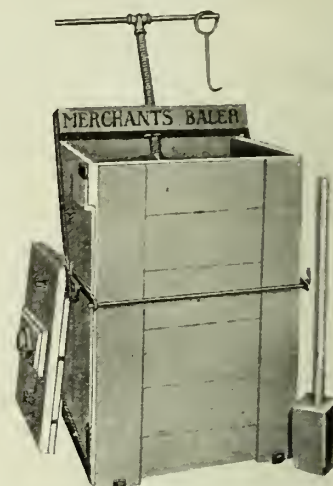
Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out



GOLD DUST SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL

“Let the GOLD DUST TWINS do your work.”

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

Your Opportunity

This season affords an opportunity to the retailer which should be taken full advantage of. The price of oysters has of necessity experienced an increase which in turn will make a higher price by the retailer necessary. When this change has to be made—why not put the price high enough to enable your being honest with yourself by cutting out the very regrettable practice of watering oysters.

It is true that many dealers do not water their oysters, but it is equally true that a sufficient number persist in this practice, so that the man who is putting out stock solid, is compelled to continually explain why his price is higher than a competitor.

We are anxious that our trade get on the higher plane. You cannot hope nor can we hope to do all the business, and unfortunately the business that is getting away frequently looks large though the contrary is the case.

There has always been cheap oysters and there always will be. The same applies to methods. We do not pose as a cheap house. In fact, it is something that we would be ashamed to plead guilty of; there are too many cheap houses now. If the consumption of oysters is to be increased, it must be accomplished through quality.

Remember, that a cheap house never built up an oyster business of any proportions. The volume of oyster business depends too largely on the appeal to the palate. There is a market for cheap oysters put out in the cheap way, but it is wisdom to let the other fellow have that business. Do not permit a cheap competitor to lower your standard.

As an exclusive oyster house we probably are more sincere in our interests for the well-being of this line and much better informed than firms whose attention is divided.

CONNECTICUT OYSTER COMPANY, LTD.

"CANADA'S EXCLUSIVE OYSTER HOUSE"

50 JARVIS ST. TORONTO, CAN.





